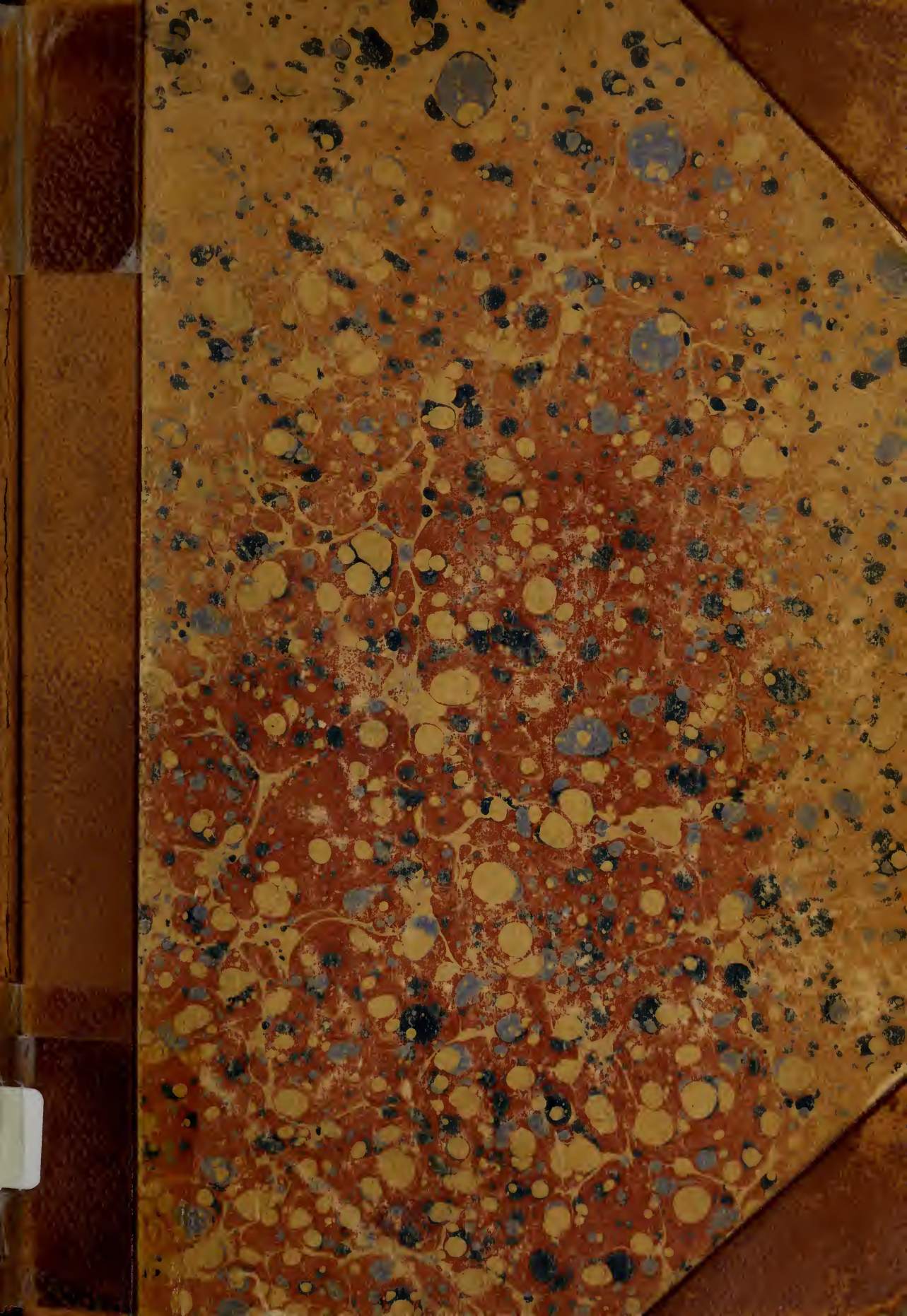




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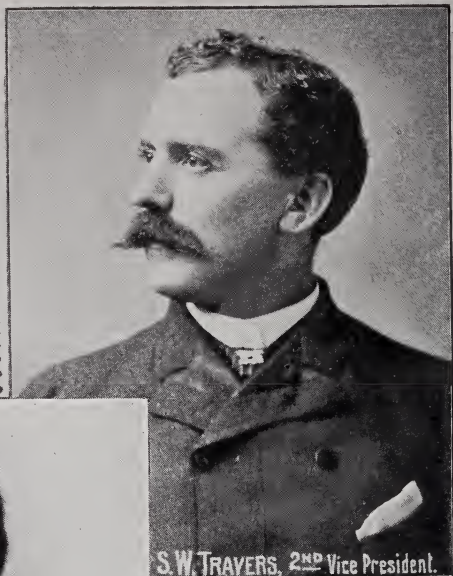
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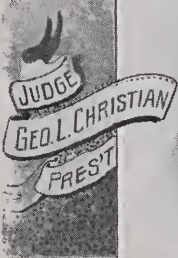




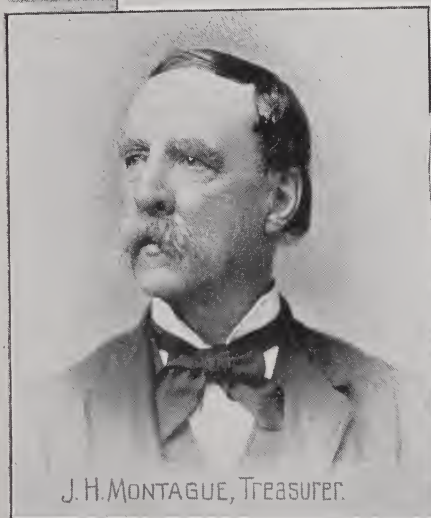
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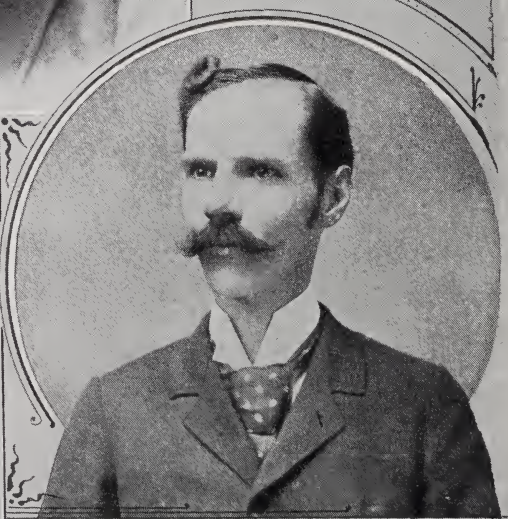
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N. Y. ENG. CO.

THE CITY ON THE JAMES.¹

Richmond, Virginia.

THE
CHAMBER OF COMMERCE BOOK.



EDITED BY ANDREW MORRISON.

GEORGE W. ENGELHARDT, Publisher,

RICHMOND, VA., 1893.

BY RAIL FROM RICHMOND

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Galveston, Tex.,	1,457
Denver, Colo.,	1,837
San Francisco, Cal.,	3,175

*To Sea by River 120 miles.

THE CUSTOMARY PREFACE.

THE CHAMBER OF COMMERCE of Richmond, esteeming this exposition of the city's advantages and advancement a matter of public interest, has lent its name and countenance, with commendable progressiveness, to further the project, through its Standing Committee on Advertising; and this assistance has contributed materially to make the publication a success, both as business venture and compilation.

Thus sponsored the work is, practically, an official account of the city, although undertaken by private enterprise; and hence is authoritative in its statement of fact. The information furnished by it respecting the commerce of the city in its various branches, has been obtained largely by the process of interviewing persons well posted in the different pursuits. The tables have been carefully compiled, compared with newspaper, mercantile agency, and State and National census statistics, and verified thereby; so that the merit of unvarnished accuracy, at least, can be confidently claimed for the book; and, at all events, it can be said, truly, of its descriptive parts, that these are nowise overdrawn.

The sanction of this Richmond Chamber is no ordinary indorsement. That body has, in its own borough certainly, an uncommon degree of dignity and influence. It has prescriptive rights, which it exercises freely, as the grand council of the city's business men. In matters of importance affecting the whole body of them, it is their moot court and senate. Through its committees it is proctor and tribune for them, frequently, in their differences with railroads and in their appeals to the powers that be. It is often, similarly, the umpire of their domestic disputes. It serves, like the press, by frequent discussion of live topics, as a prompter of the public mind and as a moulder of public opinion; and as the disseminator of information respecting the progress of the city, it is, like the press also, and in the present instance particularly, their herald.

It has, moreover, weight, as an institution long established and in flourishing condition. It was organized in 1867, has a thousand members, representative of the jobbing, manufacturing, financial, transportation, real estate and professional interests of the city and State, and is building for itself a stately edifice of modern fashion at an expense of something like two hundred thousand dollars.

An illustration on another page shows this new building as it will appear when completed; and the frontispiece of the book will serve the non-resident reader as his medium of introduction to the principal officers of the Chamber at present. Other portraits and engravings in the book, bring him, likewise, face to face with the leading business men and houses, most of whom have membership in the Chamber; and there are besides, in a measure disclosing the attractions that make this city well worth a visit, sundry cuts, reproducing with fidelity the scenic charms, the landmarks of war and story, and the numerous masterly works of statuary, that distinguish the Richmond of to-day over many—indeed most—of her sister cities of larger growth.

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THE CITY ON THE JAMES.

A PRELIMINARY SKETCH.



Powhatan's Grave.

JAMES RIVER presents, it is safe to say, in its descent of the Virginia slope from the Blue Ridge mountains to sea, as delightful diversity of objects and places of popular as well as special interest, as any equal stretch of channel in the country at large. It waters a remarkably fruitful valley; its course is, every mile of it, a disclosure of pleasing prospects; and along its lower reaches, in its traverse of the Tidewater district of the State, it is especially a highway through a historic domain.

A RIVIERA OF SHRINES.

It bears away, in this part of it, past haunts memorial of SMITH and POCAHONTAS—Tender Soul!—and POWHATAN, after which primitive autocrat it was aboriginally styled; past relics of the earliest pioneering by persons of English stock in the New World, like the lone chimney-stack at WARWICK, or the old church-tower at JAMESTOWN, long ago relinquished to decay;

past manors of the Colonial era and baronies of old slavery days; past fields once drenched with the best blood of the Thirteen Colonies, and again, in our own day—over and over again, indeed—of thirty-five sovereign States.

Past realms of fancy everywhere, with poesy pervaded, redolent of romaunt! But of all spots upon this storied river, winding through that land of spells, the most generally interesting, as one combining allurements common to all the rest with charms of its own, in a rare association of the antique and modern, the climatic and picturesque, is the city stationed on the syenite hills at the head of navigation on this brave stream, in an air-line about 94 miles equidistant from the Alleghanies and the ocean and at the core of the "Old Dominion," the venerable capital of Virginia, the great trade-center of the South-Atlantic States, the famous city of RICHMOND ON THE JAMES.

ORIGIN AND GROWTH.

A CITY, this, of chequered experiences, imparting peculiar fascinations to its landmarks and story: the oldest now of all the cities of any consequence in the land. It was settled in 1609, within two years after old Jamestown itself, although not formally laid out until 1737. In that year its town site was platted by WILLIAM BYRD, who was the third of the name identified with it, and was its first real-estate "promoter" and true founder. In the world of commerce it has always borne a forward part. It projected canals to the West in 1794; it launched into railroads in 1833; it has been a great seat of the tobacco trade for more than two centuries and a half; it was of note long years before the war for its manufactures of iron and flour, and for its exports of these and of the coal mined in its environment.

And although, in its present state, it centers its hopes and its aims almost wholly on ascent by commerce, it has cut in its day a far prouder

and nobler figure. To the long muster of those distinguished in the Republic as tribunes and senators, justices and captains, it has furnished

freeman—bold words and burning—"Liberty or Death!" And for its part in the Revolution, it was visited by Benedict Arnold, the man of infamy, in 1781, with torch and sword.

From May of 1862 to April, 1865, it was a beleaguered city, holding out steadfastly, and toward the end superbly, against odds—against the greatest marshals, and the strongest levies, the North could bring to reduce it. As at once the capital and citadel of the Confederacy, between those dates fifteen pitched battles and more than twenty bloody engagements were fought before its ramparts; and when, finally, yielding to the inevitable, its defenders quitted it, and permitted the victors the barren triumph of possession, it was of a city whose entire business quarter was nothing but smouldering cinders and char. This was the desperate and stupendous, but not despairing sacrifice, of a community the sentiment of whose corporate motto is: *Sic Itur Ad Astra*—"Such is the way to Immortality!"

It is difficult to write of this city at all without some reference, at least, to so glorious a past; difficult to repress, in the writing, some small token of the admiration which is its due; the more so because it makes plain somewhat also, the spirit that buoyed this people up through a sea of greater

an eminent quota. In its God's acres sleep, among an innumerable company of scarcely lesser elects, its own great heirs to fame, JOHN MARSHALL, one of the ablest of all the Federal judges; two Presidents, MONROE and TYLER; JOHN RANDOLPH, the caustic master of Roanoke; and MATTHEW MAURY, the "Geographer of the Main."

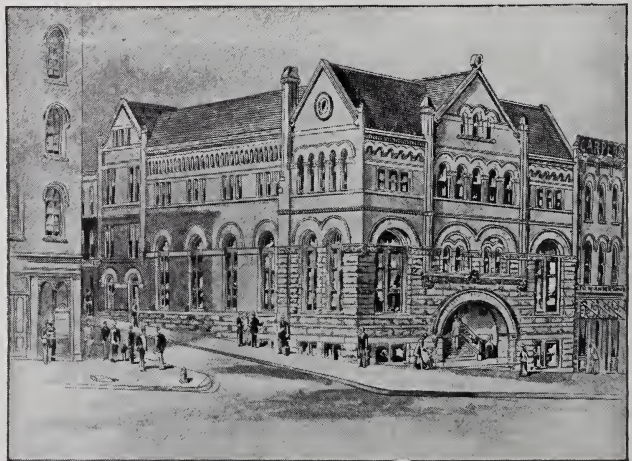
MARTIAL RENOWN.

IN the great crisis of Impending Revolution, and at the climax of the Civil War, it was a stage for actors, and of actions, of the heroic, the epic, and the sublime. In 1676 it was the scene of BACON'S REBELLION—one of the first uprisings against "Royal Prerogative," "Encroachments of the Crown," "Divine Right"—what name you will for Monarchy and Tyranny—on this side of the water. In 1775, from its high altar of St. John's, PATRICK HENRY proclaimed Independence in words that still electrify the soul of every

discouragements than those even of war—something of that ancestral pride and inspiration of traditions commingling local and national achievement, which was at once an incentive



Y. M. C. A. Hall, Main Street.



New Planters Bank Building, Main Street

and motive supporting it through subsequent poverty and through misrule of the most flagrant sort; and under a Sindbad's incubus of State debt, imposed upon it in its own despite during the period of "Reconstruction" (not to speak of the municipal obligations), the like of

dition of politics here, that lasted so long, it was impossible to approach until very recent times.

THE RENASCENT RICHMOND.

The transition from adversity to prosperity at Richmond after the war, was, therefore, slow.



New Chamber of Commerce, Main Street.

which has been seldom known; a debt altogether of \$45,718,112 piled up, for barely a third of which was any real value received; a debt on account of which a usury of \$25,000,000, we are told, has been already paid; a debt toward any just settlement of which, in the perturbed con-

dition of politics here, that lasted so long, it was impossible to approach until very recent times. Progress was to be long and assiduously wooed ere her favors were bestowed. The city was, indeed, speedily re-invested with its old-time prestige as a tobacco market by the enterprise of its merchants. But Virginia, although big herself with every regenerative resource—preg-

nant with iron and coal, prolific of timber, soils and waters—was one of the last of the States in Dixie to thrill with that new birth which has been a matter of not altogether sectional gratulation so long. And to Richmond, commercial as well as political capital of the State, the era of good fortune was, like a backward spring time, or a rich argosy delayed, a long time on the way. Still, if it was long in its coming, it was the more lasting when it came; and in the innumerable marks both city and State now show of growth, in the signs of development, improvement and advancement distinctly legible, the promise is written that the termination of this era is still a long way off.

at Richmond; and the changes made, both social and material, seem to those whose bent is vanward, in almost every respect in the line of the salutary and of betterment. Yet with all the mutations of peace and war through which the city has passed, there is much that is still unaffected, and likely to be long undisturbed. It still holds fast, as of yore, to its vantage on the rock-ribbed palisades of the James; it can still be described as a city of the ancient Roman contour; seven-hilled, Capitoline here, where the State House stands, Tarpeian there at Shockoe Creek, Tiber-like at base; of the cities of our own land resembling much in its topography—though not on so considera-



FROM THE MANCHESTER SIDE

Mayo's Island and Boat House of the Virginia Boat Club.

Contrast indeed, could scarcely be more decided, than between the Richmond of Yesterday, the Richmond of 1865, the Richmond in ashes and smoke, and the Richmond of To-day, everywhere restored, and more than restored; everywhere wearing the aspects of increase, everywhere a metropolis; the rebuilt, readorned and reascendant City on the James.

RICHMOND THE SCENIC.

For the last three years especially, alteration and innovation have been the order of the day

ble a scale—San Francisco and Cincinnati; or most in this regard, perhaps, Kansas City and St. Paul; like which it mounts up heights and climbs over bevelled and even precipitous ravine sides to the better adapted benches of residence plateau behind, like which, also it turns to the stream a generous profile of precincts of trade; but so unlike which, when you come to know it, in its unique blending of things old and things new, that it is a city not easy to describe in the proverbial “word.”

Upon the stranger it produces an impression at once of uncommon pictorial variety; and

many a warm and flattering tribute its views have evoked from distinguished visitors, the hill-top espials particularly, unfolding the city phalanx-ed beneath, with Manchester plainly deploying along the opposite shore and the river enfiladed between. WILLIAM WIRT thought this the "most finely varied and animated landscape" he had ever seen, and WEBSTER was of the same mind, upon sight of it,

in the fall of '47. DICKENS paused long enough, in his *American Notes*, from a general animadversion of all things un-English in this country, to accord this city a well deserved compliment for its "delightful situation, overhanging the James." THACKERAY pronounced it, in '55,

the "merriest and most picturesque place in America." And JOAQUIN MILLER, the poet of the Sierras, to whom, as a late comer, it was revealed in many of its present phrases of evolution, descants upon it as "roaring with progress, sending up smoke like the smoke

of a mighty battle," and as a place, also, "where you are likely to get mortar on you." A key-note, this last observation, to the quick-step of progress at Richmond, which is our theme.

THE JAMES.

TO SOME of these notable sight-seers, as it is to many tourists yet, the river was the most conspicuous feature in the panorama of Richmond and its surroundings.



The James at Rocketts, the Harbor of Richmond.



Franklin Street, West End—facing Monroe Park

Webster, when he went out, "heard nothing but the roar of the falls." Wirt enthused particularly over its windings, its "polished surface," "wooded banks," "the white sails dotting it," and all that. And as Dickens saw it, "studded with islands or brawling over broken rocks," it must have been at lower stage than Miller's "plunging," "rushing," "tawny stream," or was pencilled, maybe, with less of the license of the poet's privileged art. So upon this subject, the river, Sir Curioso, into whose hands this work may fall, we shall dwell briefly for your edification; and because it has been to this city so much and so long, an element, not alone of the beautiful, but of the useful as well; of prosperity and power and of renown abroad to Richmond the center of trade.

The James bends by the city at an obtuse angle, to the east first, and then southeast, so that Richmond, fronting it, faces, in situation as in sentiment, due South. The city rises where the falls of the river set bounds to the flow of the tide up-stream, 127 miles, by the water way, from the ocean, the greatest distance inland of any South-Atlantic port—most conveniently, therefore, as an entrepot for inland trade. The falls, so-called, are rapids only; the actual descent of the James, approaching the city, is 116 feet in five miles.

A RIVER IN BONDS.

TIME out of mind this river has been subject to Richmond; bound, Ixion-like, to its turbines—to more than Ixion—to wheel after wheel; but not condemned, like the myth, to interminably punitive gyrations; free instead, after his task in the forebay is done, to proceed as he will; to issue from sluice-way and tail-race, and swell his broad bosom, exultant, ere he departs toward the sea, into a harbor three fathoms deep and a half mile broad. This combination of maritime advantages and manufacturing powers Richmond enjoys through him.

Only a fraction of his current is, however, utilized by the factories of the city—a sum total, perhaps, of 5,000 horse-power. Even under existing circumstances double that much might be conserved out of the wasted energy of this great stream; and it is estimated that, by making the necessary improvements, 21,000 horse-power could be secured; more than is available—twice as much, in fact, as is in use—at any of the New England centers dependent on rivers for power. In view of the prospect unfolded in the march of engineering, that the full efficiency

of the river, in this particular, can be economized by means of electrical intermediaries and applied to street railroads, street lighting, and the multifarious industries, great and small, of a city already conspicuous for its manufactures, this, it seems, is a resource, though not a fourth part developed, of the utmost importance—in expectation of which development, to be counted one of the greatest possessions of the city in itself.

THE SHIP CHANNEL.

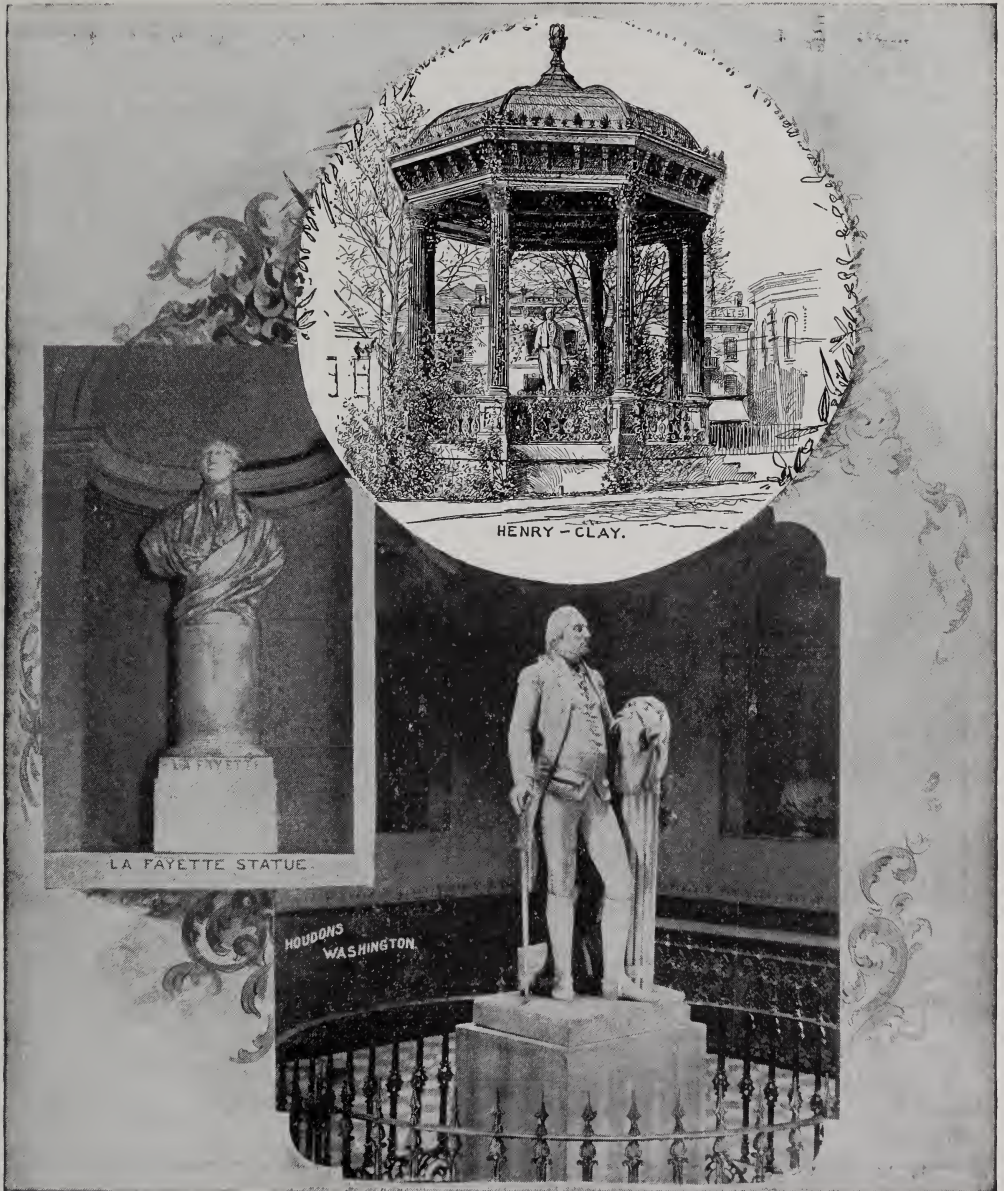
THE least depth of water in the river, from its mouth to Richmond, is 16½ feet. A sum approximating \$1,000,000 has already been spent in the improvement of this channel, and the general government is pledged to the prosecution of this work, by what it has expended already, until there shall be a continuous passage to sea, 25 or 26 feet deep; thus affording the city a grand canal through which all but the very largest sea-craft, like the great war ships, for instance, may ply. The depth at anchorage before the city is 16 feet; inside, the canal at the ship landing or dock, and at ROCKETS, the lower or steamship landing, six inches more. The locks to the basin admit vessels of this draft, of 34 feet beam, and 166 feet long. The rise of the tide in the river is three-and-a-half to four feet. And in this suave Southern clime, ice is hardly to be considered an impediment to navigation at all.

In the cluster of islands and islets that spring from the bed of this river at the falls, are several ranking the rest in available area and industrial advantage; and on these, as well as on many riparian coignes by both banks afforded, some of the largest works in the land employing water power are planted. Belle Isle, which was a prison camp for captured Federal soldiers in war time, is occupied by the OLD DOMINION IRON AND NAIL WORKS, an establishment having 800 hands on its pay roll, and producing 50,000 tons of finished product a year. Byrd's Island, which is severed from the city by the canal only, has on it the HAXALL FLOUR MILLS; and Johnston's Island, an electric power station. Mayo's Island, or Island Park, is lower than these; subject to freshets; except for the ball park and boat house upon it, an instance of Nature entirely unadorned; with the bridge that leads to it, a promenade, an idling ground, a midway pleasure for the people resident here on both sides of the James.

The old JAMES RIVER AND KANAWHA CANAL, the canal to which we have referred, parallels the

Richmond bank of the river, and is now the property of the Chesapeake and Ohio Railroad Company. It has long since fallen into disuse as an avenue of transportation, but it still serves as a

mills, iron works, and the two pumping stations of the public water works. The most notable of the concerns situate directly upon this great flume, are, perhaps, the GALLEGOS FLOUR MILLS



Statuary at the Old Capitol—Washington, Clay and Lafayette.

conduit for the city's water supply, and as a haven, at its emboguing, for the city's "mosquito fleet." There are numerous factories along it: flour and bark mills, plaster mills, paper

and the prodigious forge of the TREDEGAR COMPANY.

The Gallego Mills are classed in the trade, among the largest of such enterprises in the

Union, and are certainly one of the oldest. Their foundation was laid sometime toward the end of the last century, and for fifty years or more they have been exporting flour to Spanish America. The Tredegar Company furnishes support to five or six thousand of the city's population. Its works were established in 1836. They cover thirty acres. Cannon were cast in them before the war, and battle ships were outfitted by them; and it is not unlikely that ordnance of their make belched forth destruction from both sides, in the great Contention of the States.

spanning the river and making Richmond and Manchester practically one city and center of trade: the old Mayo's toll-bridge, curiously trussed in a by-gone, old-country fashion of over-arching chords, and resting, in mid-passage on the island of the same name; the city's own "Free bridge"; the two bridges of the Richmond and Danville Railroad; the Richmond and Petersburg Railroad's bridge, and the Belt-Line bridge of the Richmond and Petersburg and Richmond, Fredericksburg and Potomac railroads, which are links in the chain of the Atlantic Coast-Line route, extending from New York, via Richmond, to Key West.

FROM THE OTHER BANK.

VIEWED from any standpoint to the southward upon these approaches, and from the Manchester ends of them especially, Richmond is exhibited a city compactly built over nearly the full length of its longer axis, from Rocketts and the suburb of Fulton on the east, to Hollywood Cemetery and the Upper Water Station on the west, a distance of four and a half miles. From this Manchester side its true conformation of hills is exposed; as seen therefrom it is seven-hilled figuratively speaking only; it occupies in reality for seat, eight or ten elevations—the grand natural earthworks of Chimborazo, Libby, Church, Union, French Garden, Shockoe, Capitol, Gamble's, Oregon, and Reservoir hills, that tasked the Federal arms so long, not to mention the min-

or escarpments and salients and redoubts of bluffs and foot-hills at their back, over which now the many new-made suburban additions and subdivisions and settlements of the last few years begin to be widely dispersed. Chimborazo, 200 feet high, is loftiest and, eastwardly, ruggedest, formidablest—the frowning Gibraltar of the range; Capitol Hill, with the jobbing quarter massed at his base, the most central; and five of them—Libby, Chimborazo, Capitol, Gamble's and Reservoir hills—are tastfully and forehandedly



The Washington Group, and Spire of St. Paul's.

On the Manchester side, again, the river is harnessed to the driving-wheels of two large cotton-mills, the MARSHALL and OLD DOMINION, and of grist mills also, and other factories. On that side, too, are railroad shops, spike-mills, and fertilizer works of the first order; not all of them, however, the beneficiaries of the vasalage of the stream.

A warp and woof of bridges, viaducts and trestles enmeshes the river and his help-meet of canal. There are six of these bridges altogether,

crowned with parks. The great cleft of Shockoe creek very near evenly divides these heights into two principal groups; and through this rift that creek still flows, walled in the greater part of its course—a grand *cloaca* for the drainage of these hills, with its vent in the James. Behind the groups the natural amphitheater of the valley of this creek forms a commodious terminal ground for the railroads focussing at the city, which, though only in part devoted to that purpose yet, is one scarce anywhere surpassed.

THE HEART OF THE CITY.

FROM the river advancing the WHOLESALE QUARTER of the city terraces the bases of Church and Capitol hills over a zone about five squares wide and thirty long. Studding this belt, on its lower margin, are the mills and the factories mentioned already as aligning the canal; and round about them, with scarcely a vacancy anywhere in the array, lumber and coal and ice yards and elevators; massive warehouses, to be gauged as acreage rather than in feet, nineteen of them for the storage of tobacco in the leaf alone, and of 27,500 hogsheads aggregate capacity; tobacco “stemmeries,” “reprizeries” and “rehandle-ries;” cigarette and cheroot and plug and smoking tobacco factories, more than 100 of them altogether, representing \$5,000,000 of capital invested, and \$14,000,000 aggregate annual production—concerns, in fact, of every branch of



Masonic Temple, Broad Street.

the trade which is the main stay of the city's commerce; and interspersed with these, foundries and implement works, banks and real estate, and insurance agencies, commercial exchanges and jobbing houses of every order, apparently, under the sun. “The Dock,” or Dock street, is a sort of a Rialto for merchants in foreign and maritime business. Shockoe Slip and Lane, Byrd and Cary, and the adjacent streets, are devoted mostly to the tobacco traffic, particularly to sampling, storing, auctioning and other transactions in leaf. Main is the street of the banks, and of the four local insurance companies, one of which, the MUTUAL ASSURANCE SOCIETY, has reached the ripe old age of ninety-and-nine.



New City Hall, Broad Street.

The architecture of this district is, generally speaking, of substantial rather than ornate characteristics. The most impressive fronts, and these rather for their extent than style, are those of the principal tobacco factories, more particularly those of the ALLEN & GINTER COMPANY, the CAMERON BROS., and the T. C. WILLIAMS COMPANY. The Tobacco Exchange is an unpretentious building of brick, in part used as a warehouse; the Post Office or Custom House is of native granite, severely simple in treatment, and remarkable most as one the few Federal buildings constructed within the limit of the appropriation for it, some \$400,000; and the Y. M. C. A. Hall and Union Depot are composites

of red pressed brick and terra cotta of rather more recent type. While these, strictly speaking, are about all the public buildings in the wholesale district proper, there are, besides them, two new office buildings of the very latest commercial mode, those of the "TIMES" newspaper and of the PLANTERS' BANK. There is a new STATE LIBRARY BUILDING and a grand hotel—THE JEFFERSON—like the best in New York, planned for Richmond also; and when the new CHAMBER OF COMMERCE, now under way, is completed, (a Romanesque design, to cost, with its site, \$200,000), the city will be able to boast of one of the finest edifices of the sort to the south of old Mason & Dixon's Line.

THE "WEST END."

FROM Main street, ascending Capitol Hill, the distance is easy to Broad, distinctively the RETAIL THOROUGHFARE of the city, and a highway which, with its ample width of 118 feet, and many fine buildings of modern pattern, divides metropolitan honors with Main. On Broad are located the great "department houses" of the city—the "emporiums" and "palaces" of trade—and on Broad street, also, are the Masonic Temple, a modification of the Romanesque, which cost the ancient fraternity to which it belongs \$144,000; and the imposing pile of the NEW CITY HALL, fashioned in the manner of the German Renaissance, of rough-hewn Richmond granite, at an expense already of \$1,000,000, while it is estimated that, to complete it, \$500,000 more is required; a tenement, this, for the body corporate, which, even in its unfinished condition, evinces to the stranger not a little of Richmond's civic aspirations and pride.

It is, however, in the fashionable residence district of the WEST END, bounded, lengthwise, on the one hand by Main, and on the other by Broad, and intersected by Franklin and Grace streets, that the opulence and taste and artistic ideals of this prosperous and progressive city are externally manifest most. In this district are costly temples of worship, like the Norman Grace-Street Baptist, and Gothic Park-Place Methodist, churches; stately mansions, like the classic Mayo and Anderson and Renaissant Harris and Ginter homes, for the last named of which a fortune of \$125,000 was disbursed; luxurious club-houses, like the WESTMORELAND and the COMMONWEALTH; well-kept plazas and *paseos*, like Gamble's and Monroe and Reservoir parks and Hermitage Boulevard; and a

wealth of statuary and stirring memorials, which fairly entitles this city, above all others, to designation as the MONUMENTAL CITY of the land. There are fine old mansions, also of the ante-bellum sort, in the eastern and older parts of the city; and this division, with its share, too, of parks and plastic mementos, is, likewise, becomingly adorned.

CAPITOL PARK.

THERE are, indeed, few cities (in this country, at least) so richly embellished with splendid examples of the sculptor's art as this.

On the wide mall at the summit of the hill in the grounds of the Capitol, a spacious reservation of the open has been left to give the proper degree of effectiveness to what is very generally conceded, by those who have seen it, the noblest group of statuary in America.—the "WASHINGTON GROUP" of seven celebrated Virginians—George Washington, Patrick Henry, Thomas Jefferson, George Mason, Thomas Nelson, Jr., John Marshall and Andrew Lewis; a group in bronze, of heroic subject as well as proportions, on a star-shaped base of native granite. This work was twenty years, nearly, in course of execution—from 1849, when it was begun by Crawford, until 1868, when it was finished by Randolph Rogers. It cost \$260,000. Washington is elevated, by way of eminence, in the midst of his compatriots; mounted, commanding, august; as he was in life, majestically moulded. And nothing could be finer, nothing more speaking, than this figure of Henry, at once life-like and spiritual, both in feature and gesture—the very acme of the emotional, the eloquent, the impassioned—a rendering, with new meaning, of the metaphor "magnetic"—par excellence the orator typified; nothing more natural than the thoughtful, the philosophic, in the whole pose of Jefferson, or the judicial, expressed in the mien and drapery of Marshall. Faults, doubtless, this great cast has to cavil at; the conventional modelling of the war-horse, some say, and the stagey attitude of Lewis, who is here represented in the garb and character of the frontiersman he was; but it bears, nevertheless, the stamp of a finished production, a master-work and triumph, and is, certainly, an example of genuine art.

It has quickening accessories. It is in the shadow of the OLD CAPITOL, which was planned, they say, by JEFFERSON, after something archaic he saw in France, and which is a storehouse and magazine of National as well as State treasures—

documents, records, maps, pictures, portraits chiselled and in oil—a relique and reliquary at once, itself; and of the spire of the sanctuary of St. Paul's, in which the President of the Confederacy was kneeling when the courier brought

and a full-length bronze, whose inscription reminds us that here is JACKSON, standing, as his wont was in the face of the foe, like a stone wall. It has a foreground of grand old forest trees, the habitat of the host of squirrels that swarm in



Confederate Memorials—the Lee, "Stonewall" Jackson and Soldiers' Monuments.

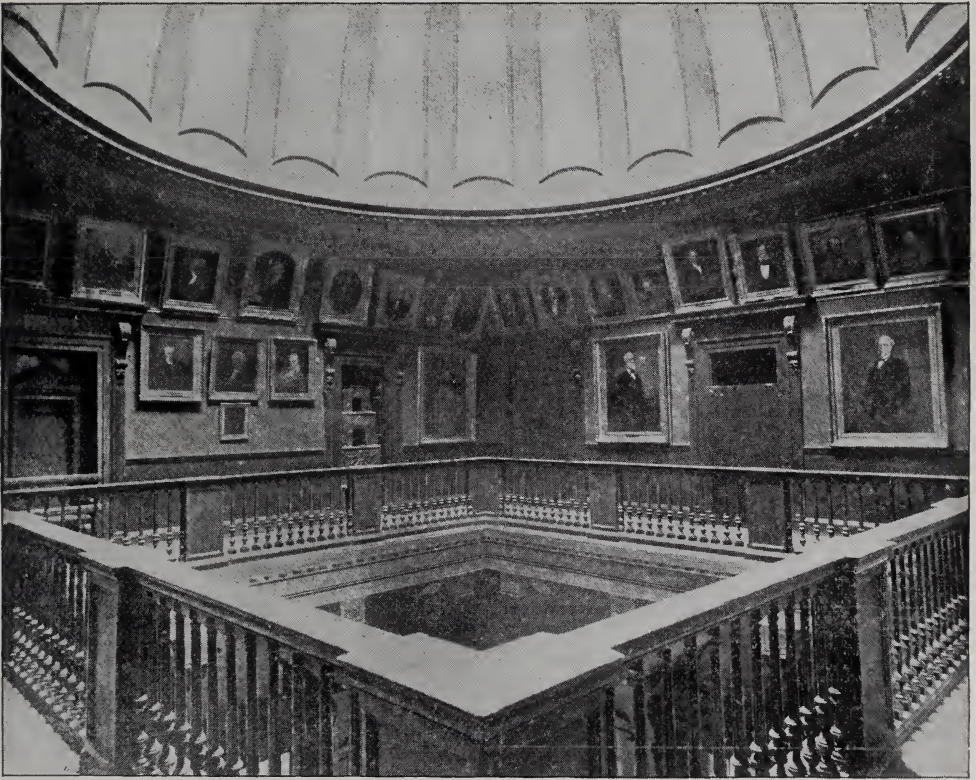
him, from Petersburg, the fateful tidings presaging the grand finale at Appomattox. Within a stone's throw is the old brick Bell-House of the guards of the Ancient Regime; the marble effigy of HENRY CLAY, housed in a pavilion of his own;

this Capitol grove, as the monument itself is, likewise, for the sparrows that nest in the hollow of the arm and the folds of the toga of the Sage of Monticello, or in the nostrils of the charger and the sword-hilt of the First President. Through

KEEPSAKES PRESERVED.

In a larger sense of National patrimony, even, than the Old Capitol here is, all Richmond is a repository of souvenirs legendary and historical (and Revolutionary and Colonial in particular), dear to every American heart. On the "Old Mayo Place," or Powhatan Seat, in the suburb of Fulton, a rude boulder, with defaced inscription, under a vine-clad summer-house, marks the tomb of the Sagamore POWHATAN, though it must be confessed that the fact of his burial

house also, as well as in the Capitol, are many objects of antiquarian interest. Among the Westmoreland portraits are a Queen Elizabeth and an Essex (not her Essex, however), a Francis Drake, a Sir Walter Raleigh, and a Captain John Smith; a Pocahontas and Rolph; two Patrick Henrys (taken at different periods in his career); a Benjamin Franklin on porcelain, painted in France; a Lord Culpeper, a Jefferson, a Knox, a Randolph of Roanoke, and many more. And among papers lodged with the archives of the Commonwealth are



Gallery of Distinguished Virginians in the Rotunda of the Old Capitol.

here is not thoroughly authenticated. The city is custodian of an old stone house, on Main street, known as "Washington's Headquarters," and of that heirloom cherished for Liberty's sake, St. JOHN'S CHURCH. Besides the gallery of governors and others, renowned in the chronicles of the State, there is another collection of original and, some of them, priceless portraits of American personages in the possession of the Virginia Historical Society, which is domiciled with the Westmoreland Club; and in this club-

Washington autographs, the parole granted CORNWALLIS after Yorktown, the lawyer's fee-book of Patrick Henry, Jefferson's marriage bond, and Stonewall Jackson's last dispatch.

THE WHITE HOUSE OF THE CONFEDERACY, the residence of PRESIDENT DAVIS during the war, has been converted, by an association formed for the purpose, into a museum of relics of the Lost Cause. Of him who was head and front, leader and exponent of that cause, Richmond is, fittingly, the place of sepulture; and a movement

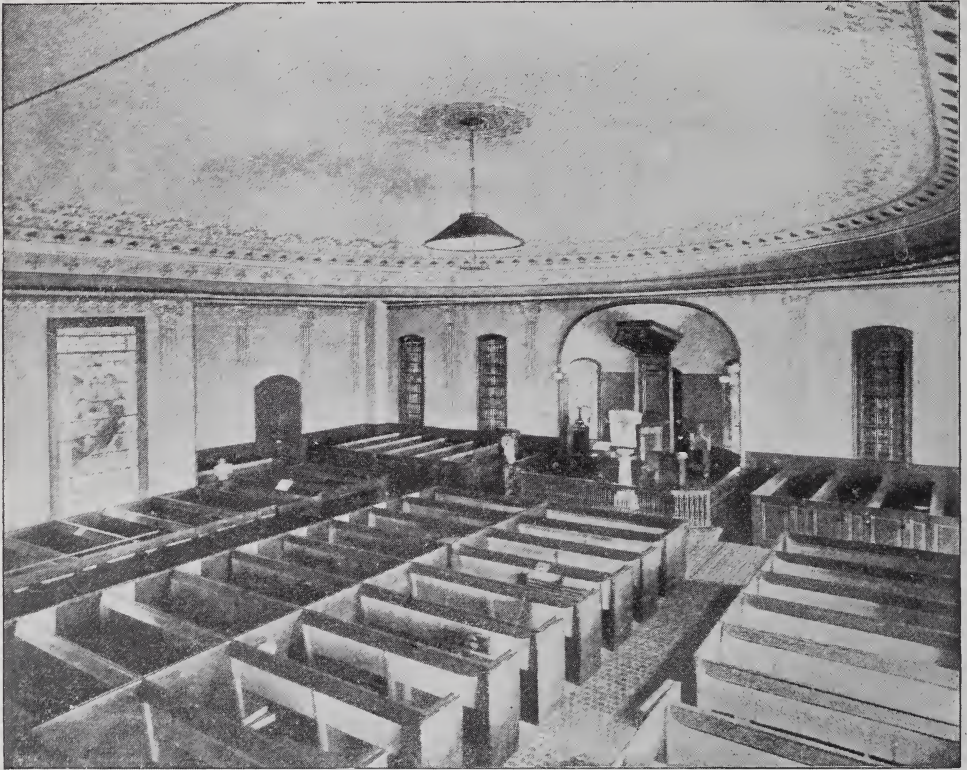
is afoot among the citizens here, and throughout the South, to raise him a mausoleum worthy the issue so much of which he was.

THE BATTLE FIELDS.

To the survivors of the Civil War, Northern and Southern, the vicinage of Richmond must always be hallowed ground. Here almost every field and hedge, every copse and brake, and brook and pike, is of melancholy interest, as a reminder of some fierce episode of the internecine epoch, when "On to Richmond," was the war-

grown since the war, which is now—singular transformation—a Sunday resort and picnic grounds.

Hard by this quondam scene of slaughter is a National Cemetery, in which 1,376 of the soldiers of the North who fell before this coveted stronghold, are marshalled, with military precision, in dress parade of death; and nearer still is another assemblage, as pathetically ordered, of 6,545 more. Between sixty and seventy thousand, altogether, of the dead of that war, lie buried in and around Richmond; both sides,



* INTERIOR OF OLD ST. JOHN'S,

Scene of that sitting of the Virginia House of Burgesses in which Patrick Henry uttered his ever-memorable "Liberty or Death!"

cry of the North, and this devoted city was furiously assailed, and as furiously defended, as the strategic point, final and ultimate, the key-politic of the war. The battle grounds nearest the city are those of the SEVEN DAYS' FIGHTING, though there are earth-works in fair preservation everywhere in the outskirts; and the most readily accessible is the field of Seven Pines, or Fair Oaks, about seven miles out, at the end of the Seven Pines suburban railroad, in a wood

Blue and Gray; under the sod of the same fields upon which they sealed their devotion to principle with their lives; under the one pall of earth and shroud; ashes to ashes, dust to dust, in consecrated ground!

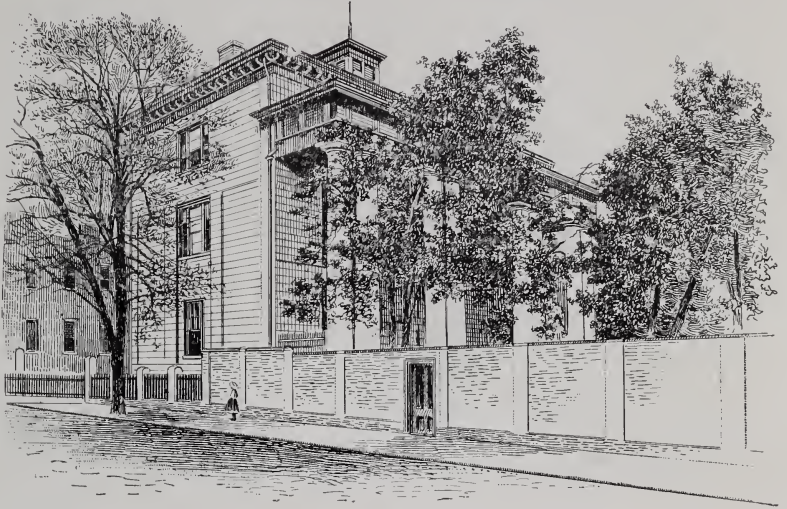
SUBURBAN GROWTH.

STEADILY toward and over these outskirts, wearing still, in many parts, the scars of the tremendous conflicts of thirty years ago, the city

spreads, in due course of its development, on its own side of the river, East, West and North, almost to that same war-time moat of the Chickahominy, which, in those terrible fraternal seven days' trials-at-arms, more than once ran red with blood. Steadily southward also, the river notwithstanding, pours its overplus population into the lap of its nearest of kin, the city of MANCHESTER over the way—which thrifty sister burg, not to be outdone in this matter of growth and progressiveness, is taking on likewise a new and handsomer countenance, and a surprising additional suburban circumference of late.

Since 1889, Richmond's girth has increased by one and a half to two miles of new suburb; Manchester by nearly as much ground. Richmond has encroached upon 4,000 acres of its rural background in that short time; Manchester upon something like 3,000. Lee District,

round million at least. The estimate of the sums spent for building improvements, and in developmental projects, like grading and platting, viaduct building and street railroad extension at Richmond, in this same period, are

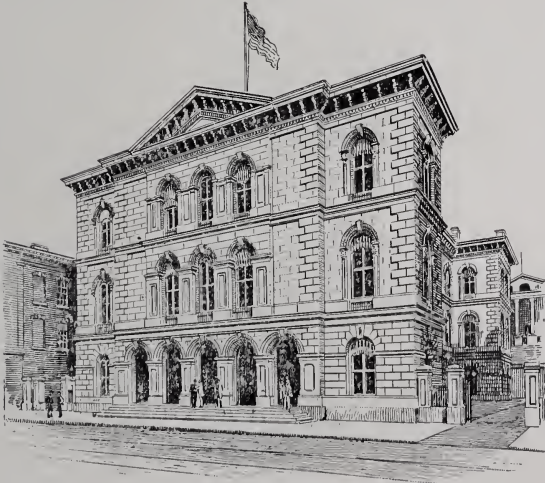


THE WHITE HOUSE OF THE CONFEDERACY.

The Residence of President Davis during the War.

\$2,500,000; in Manchester, \$1,000,000. The REAL ESTATE SALES of Richmond alone, during this same time, have been \$7,000,000 and over; so that with the Manchester transfers added, and the improvements included, a grand aggregate of nearly \$12,000,000 has been expended for realty and betterments within the short space of thirty-six months.

And all this, too, forehanded brethren of the booming West, upon the secure foundation of terra firma, and without invading the clouds. There were built at Richmond, in 1891, 508 new houses; in 1890, 939, and in 1889, some 600; or 2,147 altogether; the whole of the value of \$2,922,400. These were, most of them, residences; but the official list discloses also a good many factories and stores; and during the current year (1892) there is an unusual number of down-town structures under way. In the work of suburban improvement the BUILDING AND LOAN ASSOCIATIONS of the city, of which there are fourteen, with aggregate stock subscriptions of more than \$15,000,000, have played a busy and effective part; through their agency, the working masses, and not the white element exclusively either, are leavening with



The Post Office, Custom House and Federal Court Building.

annexed by ordinance to Richmond proper in 1891, embraces 280 acres of the West End, and augments the taxable values of the city by a

the first incentive to real independence—the hope to acquire a home.

The improvements involving the largest sums are those of the BARTON HEIGHTS COMPANY,



Statue of General Wms. C. Wickham, Confederate Commander and Railroad President, Monroe Park.

which has placed on the market several extensive tracts situated north of the city, and built a \$35,000 iron viaduct over Shockoe Creek, to make them accessible by car line; of the NORTH-SIDE LAND COMPANY, which has expended \$275,000 on its property, lying high and slightly close to the northern boundary of the city, and built an \$85,000 viaduct over Bacon's Quarter Branch, by which to reach it; of Major LEWIS GINTER, head of the Allen & Ginter Tobacco Company, whose projected \$500,000 up-town hotel and lavish expenditures upon the roads and lands contiguous to his country house, situated about three or four miles out to the northwest of the city, indicate a very commendable spirit of home pride upon his part; of the RICHMOND AND MANCHESTER RAILWAY AND IMPROVEMENT COMPANY, which has converted the horse-roads connecting the two cities into an electric line, and laid out charming FOREST HILL PARK, in the extreme west end of Manchester, for a terminal resort; and of the ATLANTIC COAST LINE route, which has bridged the river and belted the city, to facilitate its freight traffic, at an expense of \$500,000.

A REFLEX OF LARGER GROWTH.

"VERY like a boom of our own," you will say, perhaps, dear reader of the Occident; but

no boom at all, we assure you—nothing phenomenal; not a bit like the mirage of your Sunset Land. A solid, a sound and natural growth, rather—an accreting and compacting at all points. The growth of this city mirrors Virginia's growth, and, in very large degree, that also of the South: the development of the trucking business and the coast fisheries; the lumbering and coal and iron and other mining going on; the railroad and town building; the Northern and other outside capital poured in for investment in the lands and enterprises of its field; the wealth accumulated during twenty-seven years of peace, and some fifteen of progress unimpeded by social disorder or civil commotion; the general industrial and commercial ripening, in short.

Accreting and compacting Richmond is, we repeat, at all points. The States that are tributary to it—the two Virginias, the Carolinas, Georgia and Tennessee, with its outlying provinces in Maryland, Eastern Kentucky and North Alabama—have a tenth of the area and a sixth of the population of the country at large; and if only those parts of them that can be clearly defined as its trade territory be taken into account, it is the market-place for 5,625,000 people, and for the products of a region whose area is 160,000 square miles; a region of cotton and tobacco growing on an extraordinary scale; the region from which this country's



HILL STATUE

Statue of Lieutenant-General A. P. Hill, Confederate Corps Commander, Hermitage Road.

lumber and coal and iron supply of the future must very largely be drawn; a region, too, whose development, long settled though it is, has only just begun; so that the prospect of

advancement unfolded to this city is as inviting to the business man, as any held out in the land.

In this Richmond field are no less than thirty cities of 8,000 population and upward, twenty of which have 30,000 inhabitants or more, and eight, 50,000 and better. There are rivals to Richmond, to be sure, among these last, Norfolk in its own state; Wilmington, N. C., Charleston, S. C., Savannah and Atlanta, Ga., Knoxville, Chattanooga and Nashville, Tenn., Birmingham, Ala.; but in this class it is indisputably foremost; foremost in population, in the sinews of commerce, and in influence the paramount; and in the grand tourney of trade in which all the Southern cities contend, even the great city of Baltimore, albeit twice the stature of Richmond in a business way, finds it no mean competitor, no champion unworthy its gage.

TRANSPORTATION FACILITIES.

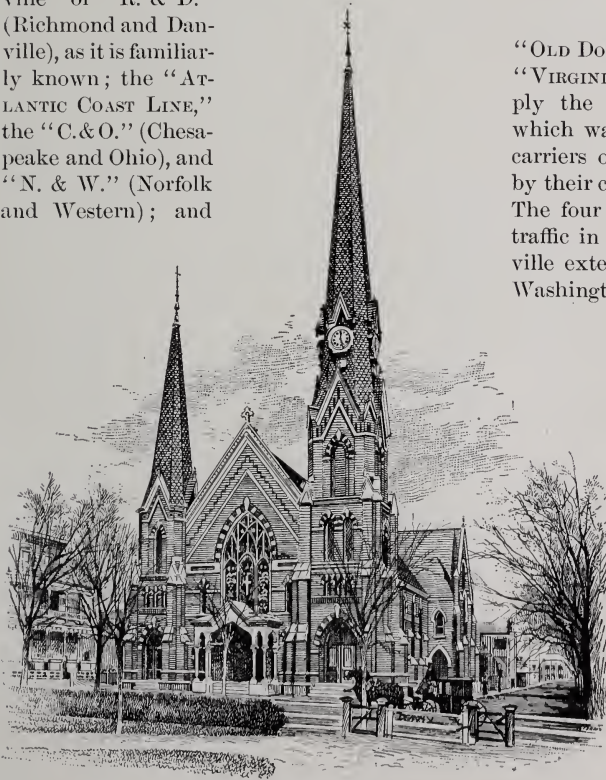
Four great railroad systems radiate from Richmond, and ramify thoroughly this Richmond field: The "Danville" or "R. & D." (Richmond and Danville), as it is familiarly known; the "ATLANTIC COAST LINE," the "C. & O." (Chesapeake and Ohio), and "N. & W." (Norfolk and Western); and

besides these one minor local line, the Farmville and Powhatan, 92 miles long; two coastwise Steamship lines, the "CLYDE" and



Grace Street Baptist Church.

"OLD DOMINION," and two steamboat lines, the "VIRGINIA," and a new one just chartered, to ply the length of navigation on the James; which water lines are especially servicable as carriers of heavy freights and as regulators, by their competition, of railroad fares and rates. The four systems are the principal arteries of traffic in the South-Atlantic States. The Danville extends (main line and connections) from Washington through Virginia, the Carolinas,



Park Place Methodist Church.

Georgia, Alabama and Tennessee, to Memphis Tenn., and Greenville, Miss., on the Mississippi river; the Atlantic Coast Line is the Southern extension of the great Pennsylvania system, and is the through route to Florida; the C. & O. proceeds from Norfolk and Newport News, at the Virginia seaside, and from the National Capital, through Virginia and Kentucky to Cincinnati, central in the West; and the N. & W. reaches from Norfolk, through Southern, Central and Southwestern Virginia, and through the whole length of West Virginia (districts the seats of extraordinary iron, coal and lumbering developments of late), to Ironton, Ohio, and is destined,

finally, to Columbus, in the same State. The aggregate mileage of these various lines is 12,448.

TRADE STATISTICS.

RICHMOND and Manchester, we say, are practically one trade center, and as such are considered throughout this work.

According to the enumeration made periodi-

The sales of LEAF TOBACCO, by the records of the Tobacco Exchange, during the year ending with December 31, 1891, were 50,000,000 pounds, of the aggregate value of \$8,975,000. The exports of manufactured tobacco—through other ports as well as this, be it remembered—were, in 1891: 5,678,845 pounds manufactured tobacco, 56,670,000 cigarettes, and 1,045,134 cheroots—the whole of the value of \$2,150,000.

MANUFACTURES.

It is, however, to MANUFACTURES that the largest measure of Richmond's latter-day advancement must be ascribed. It

has now, according to the newspaper annuals, twenty-five STEMMERIES, REPRIZERIES, and other establishments preparing "leaf" for shipment and manufacture, with a gross annual product of the value of \$2,160,000; thirty-one PLUG AND SMOKING TOBACCO FACTORIES, with a gross annual product of \$6,675,000; sixty-four CIGARETTE and CHEROOT FACTORIES (the latter, a branch

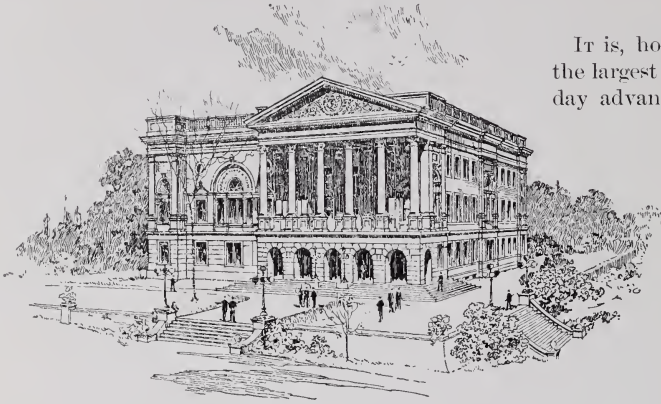
of trade which is the growth of a few years only,) with gross annual product of \$3,700,000; a grand total for manufactures of tobacco of 120 establishments, representing 8,820 hands employed, \$5,058,000 of capital invested, and \$12,535,000

cally by R. G. Dun & Co.'s Commercial Agency, Richmond the trade center has 1,637 business houses of all classes of any note—290 of them engaged in WHOLESALE TRADE. Of these wholesale concerns 126 are manufacturers, and 164, strictly speaking, JOBBERS. These jobbing houses are represented on the road by a legion of 800 drummers, an aggressive and tireless legion, by whom the city's aggregate jobbing sales of \$36,000,000 in 1891, were for the most part made.

The grocery and provision trade of the city is something like \$20,000,000 a year alone; the dry goods trade, \$3,850,000; the hardware and agricultural implement business, \$2,000,000.

The reports of the Cotton and Grain Exchange of the city exhibit a trade in the AGRICULTURAL STAPLES (tobacco, domestic produce and fruits not included) of \$3,500,000 in 1891, of which \$1,500,000 was cotton, and \$810,705 was grain.

The CUSTOMS RECEIPTS of the district of Richmond and West Point, which latter is also a port of entry for the city, show exports foreign, during the last year for which a statement was rendered, of 118,422 bales of cotton, valued at \$5,890,000; 2,209 hogsheads of tobacco, \$170,000; 23,500 barrels of flour, \$128,000—a total of \$6,263,000.



NEW STATE LIBRARY BUILDING,

W. M. Poindexter, Washington, D. C., and Richmond, Architect.



All Saints' Episcopal Church.

of gross annual product. These are the figures of the *Dispatch* newspaper, and a comparison of them with the National Census Statistics of

1890 shows them entirely within bounds. The Internal Revenue collections, chiefly the excise upon tobacco manufactured in this district, are now about \$1,500,000 a year.

The gross value of the IRON MANUFACTURES of Richmond, carriage-making and agricultural implements included, is \$4,095,000 annually, and this interest is second only to tobacco, among the productive industries of the city. In one of its works of this class, the RICHMOND LOCOMOTIVE AND MACHINE WORKS, the machinery for the new battle-ship Texas, a \$600,000 contract, has just been completed, and an order follows that for twenty-five locomotives, to be filled at once.

Manufactures of LUMBER, boxes and building material, at Richmond, foot up \$770,000 of finished product annually.

Manufacture of FERTILIZERS, \$1,075,000 in the same time.

Manufactures of FLOUR AND MEAL, \$2,735,000.

beds, are rapidly expanding trades. Richmond building and paving granite is the standard of quality over a large part of the country, and Richmond brick is in growing demand through-



Washington Headquarters.

out the State, and those adjacent, as a superior building material. The granite business of the city (quarrying and finishing combined) is estimated at \$900,000 a year, and the production of brick, at \$290,000.

The total number of manufacturing establishments in Richmond the trade center, is 1,000. They employ 21,350 hands; and pay in wages to these, from \$8,000,000 to \$8,500,000 a year. In the manufacturing industries \$17,000,000 capital is invested, and their gross annual product is \$34,500,000 in value.

By manufactures, in fact, the fabric of Richmond's commerce has been most largely raised and concreted; and by manufactures it is most likely to continue to rise. The city has exceptional advantages for them: in the abundance of raw products available, the lumber and iron, zinc, mica, pyrites, kaolin, spar, grain, cotton and tobacco, of its tributaries; in its cheap fuel supply, so cheap that one of its railroads penetrating the coal fields of the State and West Virginia—the Chesapeake and Ohio—has it loaded on the car at sixty cents the ton; in its water power, its tractable black laboring element, its area accessible for factory sites, its moderate taxes, its even climate, favorable alike to continuous production throughout the seasons, and to the well-being of the employed; and more than all, in its centrality of location



National Cemetery near Richmond.

The quarrying of GRANITE from the inexhaustible ledges of it that buttress the city on all sides, and the making of BRICK from its clay

for distribution among a dense population, and its ample facilities for transportation, water and rail.

A SUMMARY.

The capital and surplus of the fifteen BANKS of the city, not counting brokerage business, approximates \$6,000,000. The aggregate resources of the banking houses proper, are upwards of \$17,500,000. The bank clearances of 1891 were something like \$120,000,000, nearly \$7,250,000 more than in 1890, and \$12,000,000 more than in 1889.

These bank clearings are the equivalent, very nearly, of the grand aggregate of the annual commerce of the city (Manchester included), at present, in round numbers, \$36,000,000 of jobbing business; \$34,500,000 of manufactures; \$8,975,000 of sales of leaf tobacco; \$8,380,000 of exports; \$4,000,000 of real estate transactions and building improvements; \$3,500,000 of trade in grain and cotton—the remainder, coal, lumber and granite, retail business, and other items, not matters of record, or easily differentiated from the rest.

The POPULATION of Richmond, estimated upon the very conservative basis of the U. S. Census of 1890, is 90,000; with Manchester and the suburbs added, 115,000. The TAX VALUATIONS of Richmond itself are \$59,250,000; of Richmond and Manchester together, and Henrico County,

largely increased by assessments of Richmond's outlying parts, \$70,500,000.

This, in a nutshell, is Richmond, in the year 155 of its corporate existence, and 285 of its settlement. In 1892, the four hundredth year of the GREAT DISCOVERY—glorious and far-reaching achievement! And genesis of how many more momentous events supplementary, on the long scroll of which, is indelibly inscribed, the name and title to renown of this same RICHMOND, the CITY ON THE JAMES!

RICHMOND IN HISTORY.

First Settlement at the Falls of the James,	-	1609
Tobacco first Exported about	- - -	1619 or '20
Settlement known as "Fort Charles,"	- - -	1644
Scene of Bacon's Rebellion,	- - - - -	1676
Known as ' Byrd's Warehouse,'	- - - - -	1679
Tobacco first Manufactured about	- - -	1732
Laid out by William Byrd,	- - - - -	1737
Incorporated as Richmond,	- - - - -	1742
Scene of the Virginia Rev. Convention,	-	1775
Capitol of Virginia.	- - - - -	1779
Burned by Benedict Arnold	- - - - -	1781
James River Canal begun	- - - - -	1794
Fire in Richmond Theater (60 burned),	-	1811
James River Canal completed to Lynchburg,		1835
First Railroad (Richmond and Petersburg),	-	1835
Scene of Secession Convention,	- - - - -	1861
Capital of the Confederacy,	- - - - -	1861
Besieged (Civil War),	- - - - -	1862 to 1865
Evacuation Fire,	- - - - -	1865
Capitol Disaster (65 killed),	- - - - -	1870



The Old Capitol, with the Washington Monument in the foreground (side view).

THE BODY POLITIC.



HERE is no marked difference between Richmond and the other sizable American cities in its form of government; it has this distinction, however—it is better governed than most of them. For many years the public business has been conducted, on the whole, sensibly, economically, and in consonance with the progressive commercial spirit of the community. And if the municipal policy as evinced by its course in the past is open to criticism at all, it is because the corporation of Richmond has been only too forward in furtherance of projects designed to advance the business interests of Richmond the trade center, and through them to contribute to the general prosperity and good.

THE CITY'S CREDIT.

The present debt of the city, for instance, was nearly all contracted for public improvements; part of it before the war, in aid of canal and railroad construction. Balancing, or nearly so, this debt, now amounting to \$6,609,000—all funded so as to be in gradual process of extinction, however—are the assets of a Water-Works, a Gas-Works, valued at \$1,000,000, a new City Hall (representing over \$1,000,000 paid out as it stands), seventeen school-houses, the equipment of the fire corps, three public markets, and stock in the Richmond, Fredericksburg and Potomac Railroad; not to speak of the security afforded by \$60,000,000 of assessed valuations, against which it is, in reality, a liability and charge. The limit of indebtedness fixed by law has, besides, about been reached; and the credit-fiscal of the city is evinced by the fact that its lowest interest-bearing bonds, the 4's, are at par, and the highest, the 8's at 31 per cent. premium.

MODE OF GOVERNMENT.

A MUNICIPAL legislature, constituted in two houses, is the governing body at Richmond. In both of these the wards have an equal representation. The powers of this body, additional to legislation, are extensive. It appoints the City Attorney, City Engineer, Police Justice, Harbor Master and Port Wardens, the Board of Health and the Market Masters and subordi-

nate officials. It provides, also, annually, for the levy of taxes and public revenue. The School Board is independent of it, except in the matter of finances, but the Fire and Police Boards are only administrative commissions under it.

The Mayor's functions are similar to those of that magistracy elsewhere. The office is held at present by J. TAYLOR ELLYSON, whose portrait is presented herein on another page. He is *ex-officio* Chairman of the City School Board, and is President of the Police Commission. Other executive officials are the Auditor, Collector, and Treasurer.

FINANCES AND REVENUE.

FROM the figures of the first of these last-named three, it appears that the real estate valuations of 1891-'92 were \$40,256,000; those of personal property \$18,960,000. The city's tax-rate varies little from year to year. This year it is \$1.40 on the hundred dollars of valuation. The State tax is 40 cents on the hundred, so that the whole tax-rate of the city is \$1.80 on the hundred. Suburban property lying outside the corporate limits pays county and State taxes of 96 cents on the hundred.

The annual revenue from taxes is augmented by water and gas and license collections, and other receipts, so that the total is now something like \$2,650,000 a year. The disbursements annually are approaching, with the growth of the city, that same sum. The receipts from the Gas-Works are about \$225,000 a year, and from water \$135,000. The Gas-Works were operated last year at a profit of the city of \$40,000, and the Water-Works of \$92,280.

The principal items of municipal expense (annual), as shown by the Auditor's Report, are these: Street paving and repairs, \$157,000; schools, \$107,000; police, \$98,500; Fire Department, \$78,350; charities, \$50,000; public health and sanitation, \$42,000; salaries, \$26,000; street lights (electric) \$26,000; parks, \$17,000; harbor, \$16,000.

About \$520,000 more, it is estimated, will be required to complete the new City Hall.

HEALTH AND SANITATION.

THE death rate of the year 1891, as reported by Dr. W. T. OPPENHIMER, the President of the Board of Health of the city, was 25 and a

fraction to the thousand of population, but the rate for the whites was only 22, while that of the colored people was nearly 30, an excess due in part and largely to their unsanitary habits and in part to the greater infantile mortality among them.

The present conditions affecting the general health are officially reported good. The city has been unusually free from serious epidemics for a long time. Its climate is even and distinctively temperate. It enjoys summer breezes from sea on the one hand, and is protected from the winter storms by the barrier of the Blue Ridge on the other. The mean temperature of the year here is about 60. The lowest registration of the thermometer last year (1891) was 26, in November; the highest, 92, in August; the rainfall was about $47\frac{1}{2}$ inches—pretty well distributed throughout the year; and these were normal seasons.

The city lies high. There are no contiguous marsh lands. But one part of it is subject to overflow, and this only at long intervals. The gradients are exceptionable favorable to surface drainage. The newly-settled districts are, very generally, well sewered, and attention is being given to improvement, in this respect, of the older precincts.

WATER SUPPLY AND LIGHTS.

THE city's ample and wholesome water supply is certainly no less an advantage, in the regard of its health, comfort and well-being, than as an agency of manufacturing development or as a protection against fire. The source of supply is the river above the city; the means pumping stations, reservoirs and street mains. The water is uncommonly clear, and by analysis is disclosed singularly pure also. The capacity of the works is 24,000,000 gallons daily; the consumption about 10,600,000. The rates approximate those of Hartford, Conn., which is the American city of minimum water-charges.

The City Gas-Works have been in operation nearly half a century. Their annual production is about 220,000,000 feet. The charge to consumers of city gas is \$1.25 a thousand feet. The works, as we have said, are more than self-sustaining, and changes are proposed to make them of still greater profit. Besides the gas-lamps provided by the city, are lights, to the number of 500, are furnished by the RICHMOND RAILWAY AND ELECTRIC CO., for the illumination of the streets and public places. The incandescent light is also in vogue, and is supplied by this same company at about the price in other places.

POLICE AND FIRE SERVICE.

THE police force of the city now numbers, rank and file, 100. To maintain it costs about \$100,000 a year. It is a well-disciplined body, larger, perhaps, than might be necessary if it were not for the two-fifths' fraction of persons of color in the population; though it must be admitted that the enfranchised race is disposed as a class to industry, and is, as generally as could be expected, law-abiding. "Sunday law" is rigidly enforced at Richmond. Gambling and the social evil are discountenanced, and are subject always to strict police surveillance. The Chief of the Police is Major JOHN POE.

The fire corps numbers 40 paid men and 91 "call" members. It has an equipment of eight steamers, five hose-carriages and three hose-carts and three "Hayes'" trucks, with the usual complement of horses and fuel wagons, etc. There are twenty-five miles of fire-alarm telegraph. During 1891 the department responded to 465 alarms. The record kept of ten years' fire losses bears striking testimony to its efficiency. From 1881 to 1891 the average annual losses by fire at Richmond were but \$92,713, an insignificant matter, it would seem, compared with a salvage ten-fold greater, and especially so, contrasted with the values jeopardized—let alone the property subject to fire—certainly now not less than \$150,000,000 in value. W. G. PULLER, an experienced man, is head of this department.

PUBLIC WORKS.

OF 106 miles of streets in Richmond, 36 miles' length are sewered and 23 miles paved—17 of them permanently with stone block, Belgian fashion, the remainder with macadam and gravel. A very considerable extent of new paving and sewerage work is contemplated for the near future, and it is probable that the customary appropriation for street work generally will be largely exceeded hereafter. Sewers are paid for by general levy upon the property benefited, usually that abutting, and sidewalks similarly. Street railroads are charged with the keep of the roadway they occupy.

The sewerage heretofore done is planned upon what is technically known as a "combined" system, *i. e.*, one providing for both household drainage and surface and storm waters. The natural grades greatly facilitate sewer construction. Main sewers are of brick; the branches of vitrified clay pipe and cement. The maximum capacity here is reached in Shockoe Creek, which

is walled in as an open sewer, 18 feet broad, emptying the drainage of half the town into the James.

The acreage of parks owned by the city is 357. The largest is New Reservoir Park, 300 acres, on the western verge of the city, contiguous to the newly-annexed Lee District. A boulevard leading out further from it, to the northwest, has been extended to a considerable distance by

a digression to remark, are displayed in profusion, the fruits and vegetables, the fish, game and comestibles of a naturally favored clime. They are a standing and permanent advertisement—an exposition in themselves—of the infinite variety of the products of the land and water both, of this part of the country, and of the cheapness of living in this Garden of Plenty, the Old Dominion.

Richmond is the shire-town of Henrico, and as the Capital of the State, derives great advantage from the administration of the affairs of the Commonwealth, financial, judicial, military, etc., in its midst. All the State officials, from the Governor down, are quartered here. As a seaboard city and important

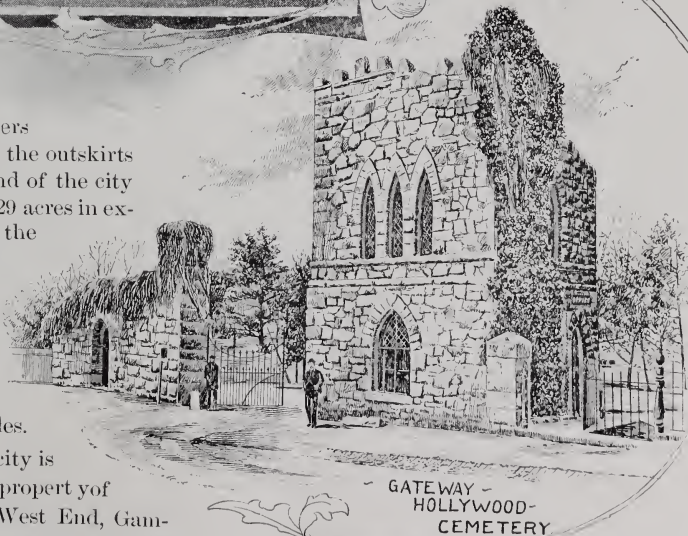


private enterprise, by Major Ginter and others having country seats in the outskirts beyond. The East End of the city has Chimborazo Park, 29 acres in extent, cresting the hill of the same name, and the terrace of Libby-Hill Park; both overlooking the sinuous trend of the lower James and the Chesterfield bottoms for miles.

In the heart of the city is Capitol Square, a State property of 12 acres; and in the West End, Gamble's Hill and Monroe Parks of about 8½ acres' area each. These are all set out with trees and hedges, and are kept in condition by regular appropriations of city funds.

THE MARKET-HOUSES.

THE city provides, also, as a public convenience, three market-houses. In these, it is hardly



trade center, it has a Collector of U. S. Customs and of U. S. Internal Revenue. It has importance also as a seat of justice. The new U. S. Circuit Court of Appeals sits here, the U. S. Circuit Court, and U. S. District Court, the State's own Supreme Court of Appeals, and the County Court of Henrico, and it has, besides, four courts

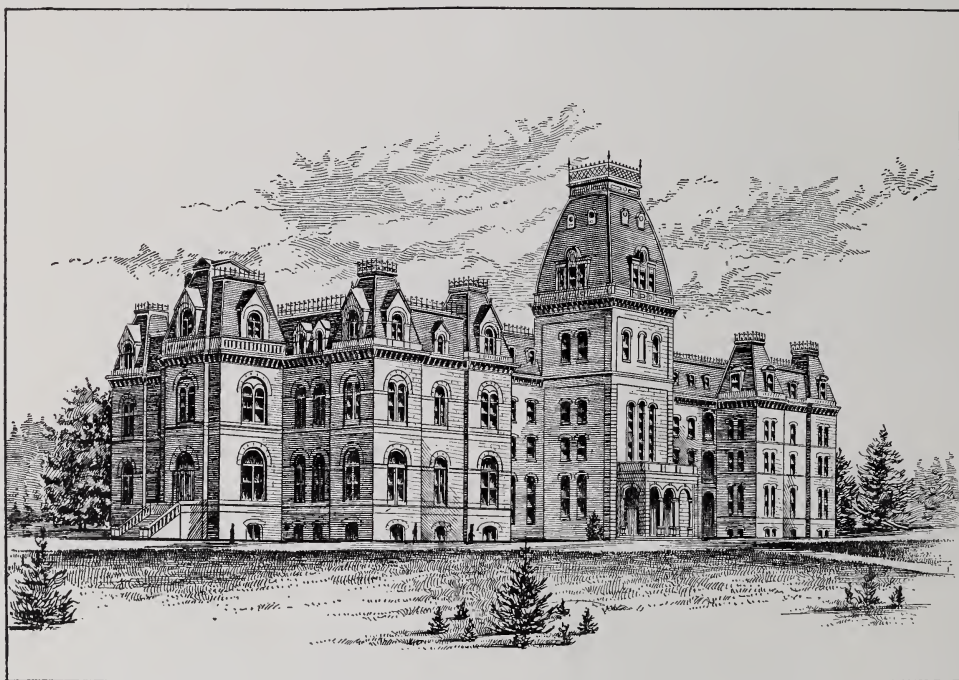
of its own: a Circuit Court, Chancery, Hustings and Police Court. The disbursements of all these governmental concerns—city, county State and national—contribute not a little to its business prosperity.

THE PUBLIC SCHOOLS.

THE public-school system of Richmond is a development of the period since the war, and is the common-school system in its methods and aims, pure and simple. The instruction afforded is eminently practical. Greatest attention is paid to the English branches, and to the preparation of pupils, the boys especially, for entrance into that greater school, the world. Music and the

vided young men of limited opportunities special facilities for intellectual improvement for years.

The public school buildings number seventeen. The finest are the "West End," "Leigh," High School for whites, and the colored High and Normal. Three new ones are proposed. The school property is valued at \$500,000. The expenditure for public schools, exclusive of new buildings, is about \$145,000 a year. The State contributes \$35,000 of this. The number of children of school age in the city is 25,000. The whites number two-thirds of these. The attendance is 11,500—6,700 white and 4,750 colored. Like facilities and accommodations are accorded them, whether colored or white, though the



RICHMOND COLLEGE.

Founded in 1834.

accomplishments are treated, for example, as concerns outside the province of popular education.

The languages are taught in the high and normal courses only. There is a business course in the High School, in which type-writing and stenography are imparted. There are six night-schools. The city contributes \$6,000 a year toward the support of the technical school of the VIRGINIA MECHANICS INSTITUTE, which has the patronage also of many influential citizens, whose bounty generously extended it, has pro-

vided young men of limited opportunities special facilities for intellectual improvement for years.

The teachers number 236. The average salary paid them is \$437.50 a year. The High School has 700 pupils. The schools are governed by a superintendent—WILLIAM F. FOX at present—holding under an elective board of trustees, the members of which at present are: T. Wiley Davis, Wm. M. Turpin, R. Edgar Shine, Jos. C. Dickerson, J. Taylor Stratton, Wm. Lovenstein, James H. Capers, Edwin D. Starke, Alonzo L. Phillips and Mayor Ellyson.

THE PRIVATE SCHOOLS.

The private schools number ten. Their attendance aggregates something like 5,000. Most of them are academic in character. The exceptions are the parochial schools of the Catholic Church, the enrollment at which is said to be about 1,000.

ST. MARY'S PAROCHIAL SCHOOL FOR BOYS, 312 East Marshall street, between Third and Fourth, is a German and English school, founded forty years ago. It was the first Catholic school for boys established here, and was the only one in

who are under the care of the sisters in charge at St. Mary's Benedictine Academy.

As the only German school in the State this has long been a most important factor in the educational life of the city. It has been the *alma mater* of all the prominent Catholic German-Americans of Richmond and its vicinity. The attendance at it is from 125 to 150 daily.

COLLEGES AND ACADEMIES.

AMONG schools of a higher order at Richmond the most notable, perhaps, is the MEDICAL COL-



ST. MARY'S BENEDICTINE CHURCH, PRIORY AND SCHOOL

Rev. T. Baumgartner, O. S. B., Pastor and Principal.

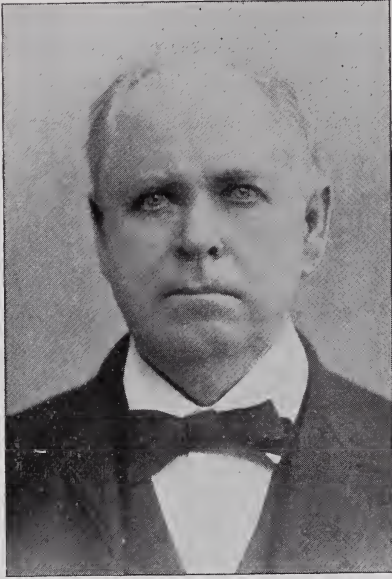
continuous session during the late war. It is conducted by the Rev. Dr. WILLIBALD BAUMGARTNER, O. S. B., pastor of the Church of St. Mary's, and he at present is principal. He has six assistant instructors.

This school occupies a two-story building, the upper floor of which is an assembly hall, and surrounding it is a covered play-ground for the exercise of pupils on stormy days. In an annex to it is a department for the instruction of girls,

LEGE OF VIRGINIA, founded in 1837. It occupies a building externally of the massive Egyptian type of architecture, one of very few examples of that style in the land. Attached to it is a free dispensary, which, with its other departments, affords comprehensive facilities for the study of the healing art. The State contributes a small sum for its support. J. S. DORSEY CULLEN, M. D., is its dean.

The members of its faculty are the leading physicians and surgeons of the city.

RICHMOND COLLEGE, situated in the western suburbs of the city on a tract of thirteen acres' extent, is an institution of more than local note.



B. PURYEAR, LL. D.,

Chairman of the Faculty of Richmond College.

It was founded sixty years ago by the Virginia Baptist Educational Society, and was chartered in 1840. Many of its students come to it from distant parts of the South. It has been strengthened by many gifts and endowments, and has been rendered influential, serviceable and prosperous by the adoption of a broad and liberal plan of organization. It is especially a literary and scientific school, and its buildings, appointments and resources generally, have all been fashioned with the aim of extending its advantages in this respect.

The property of this college is valued at \$350,000. It is situated not more than a stone's throw from Lee Circle, in which rises the equestrian figure of the greatest captain of the South. A cut on page 30 of this matter shows the external appearance of its main building. It has a faculty of twelve, and, for this session, with 205 pupils altogether enrolled, has accommodation for 175 boarding pupils. Its trustees number forty of the most prominent men of the city and State.

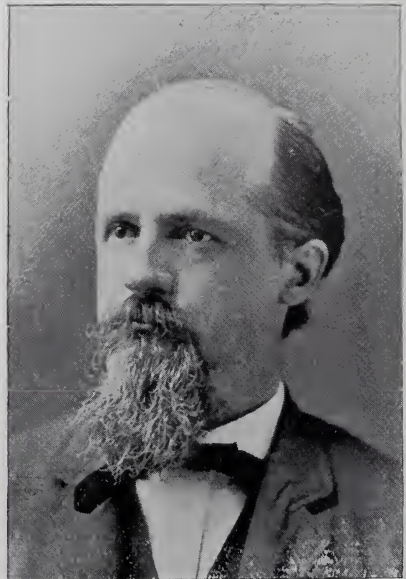
HON. J. L. M. CURRY, formerly United States Minister to Spain, and the General Agent of the Peabody Fund, is president of its board.

REV. CHARLES H. RYLAND, D. D., is recording and financial secretary, treasurer and librarian.

B. PURYEAR, LL. D., is chairman of the faculty.

It is the general impression of those who have the opportunity to form an opinion that no body of instructors in the country is the superior of this one in general proficiency.

REV. DR. CHARLES HILL RYLAND, secretary, treasurer and librarian of this College, has the entire charge of the large and varied business interests of the institution. He has been its business manager since 1874, and is credited with much of its success. He is a native of King and Queen county, was educated there and at Fleetwood Academy, and also in the college in which he occupies so distinguished a place. He studied for the ministry in the Southern Baptist Theological Seminary. He was in the Confederate army during the war, as Colporteur and Depositary Agent and Treasurer of the Army Colportage Board. In 1866 he was made General Superintendent of the Sunday Schools of Virginia, and performed effective service in that position. In 1869 he became pastor in Alexandria, and in 1874 was called to his present responsible position. He is a trustee of the College as well as an officer. He is also actively interested in everything relating to his denomination, and has been identified with many of the most progressive steps it has taken of late



JOHN P. MCGUIRE,

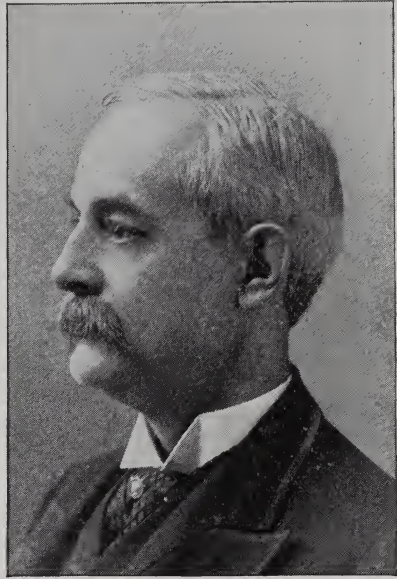
Principal of McGuire's School.

years. He was the founder of the Virginia Baptist Historical Society. His degree was conferred upon him by Richmond College.

McGUIRE'S SCHOOL, 5 and 7 North Belvidere street, opposite Monroe Park, is an academy for boys, with a course embracing all subjects necessary to the M. A. degree in any of the universities or colleges; and with special business instruction for those boys whose parents prefer it. In connection with it is a lower school, wherein younger boys are taught the rudiments. It is a day-school, but a limited number of boarding pupils are received in the principal's house.

This school is now in its twenty-seventh session. It is conducted by Mr. J. P. McGUIRE as principal, with the assistance of three competent instructors. Mrs. McGUIRE is principal of the lower school, with one assistant to aid her.

Attention is given to natural science in this school. Its plan involves the thorough preparation of students for the senior classes of the universities and colleges. Among its pupils are sons of the best families of this city and Manchester and of the surroundings of the two. Its buildings are new. They are appointed in modern fashion, and the pupils have ample facilities for recreation in the play-grounds alongside. The two schools, the higher and lower, are entirely separate and distinct.



JOHN H. POWELL,

Principal Richmond Female Seminary.

The principal of this school left the University of Virginia in 1856, and was instructor of mathematics for five years thereafter under the Rev. J. P. McGuire. He has spent twenty-seven years as principal of his own school. In

addition to this supervision he teaches mathematics and English, and he gives his attention especially to those boys who need to be taught first of all *how to study*.

THE RICHMOND FEMALE SEMINARY, of which JOHN H. POWELL is principal, and MRS. T. G. PEYTON, associate principal, occupies a building at 3 East Grace street, which has been appointed throughout in modern fashion especially for the purpose to which it is devoted. It has accommodations for thirty-five boarders, and this is the number



RICHMOND FEMALE SEMINARY.

at present domiciled in it. It has an attendance of 170 in all. These are chiefly daughters of the first families in this State, West Virginia and the Carolinas, but it has some also from other States, and even from as far as the State of California.

This school was established in 1873. In its methods and aims it has no superior among the best of the female seminaries of the country. Its management is in capable hands, and its work efficiently done. It has remained under the same management from its establishment, and the same corps of assistants, in the main, has been employed for many years. Mr.

it covers two acres. The Academy buildings, three in number, are of interest from the fact that they are old time mansions reconstructed and enlarged to suit the purposes of the school. One of them was built in the last century and was the scene of much festivity in the good old Revolutionary days. The spacious grounds surrounding these buildings are planted with fruits and flowers; the young ladies of the school are permitted to cultivate their favorites of the garden, and have especial allotments for that purpose.

Monte Maria is in the heart of one of the resi-



MONTE MARIA ACADEMY.

Powell is a graduate of the University of Virginia, and is a native of Loudoun county, this State. Teaching has been the profession of his life. He had a boys' school in Halifax county for ten years before he came here, and he had also been in charge of a ladies' seminary at Petersburg. Mrs. Peyton has also had long experience as a teacher.

MONTE MARIA ACADEMY, otherwise known as the Young Ladies' Academy of the Visitation, is on Grace street, Church Hill, between Twenty-first and Twenty-third streets. With its grounds

dence precincts, and yet is retired from the business quarter of the city. It is stationed upon heights that are superlatively healthful, and has accommodations for 100 day pupils and 50 boarders. It was established in 1866, and is under the charge of the SISTERS OF THE VISITATION, B. V. M. An illustration accompanying this matter shows its home-like appearance. As for the view from the hill-top occupied by the school, that is, perhaps, best expressed by a quotation from an account of it:

"It would be difficult," says this account, "to

name a prospect comparable indeed to that disclosed from the cupola of this school. A sweep of the eye takes in no less than six bridges crossing the James, the thriving city of Manchester on the opposite shore, vessels passing in the stream on their way to and from the sea; and, at night, the great iron mills on the islands in the stream, throwing the red reflection of their furnace fires upon its waters. It is a view, indeed, affording so many elements of the picturesque that it would require a very extended description to do it justice."

It is conducted by the Benedictine Nuns, VEN. MOTHER EDITH, superior. This academy was established in 1875, is of modern construction, and is thoroughly appointed with all the adjuncts of furniture and apparatus for instruction. The class-rooms, dormitories, chapel, etc., are all large, bright, airy apartments.

Its staff of teachers numbers fourteen. The course of instruction includes every useful and ornamental branch of education; and solicitous attention is paid to the moral and polite deportment of the pupils. At present, the school



ST. MARY'S BENEDICTINE INSTITUTE.

Parents and guardians desiring to secure for their daughters or charges the benefits of a refined education with general supervision over their health, morals and manners, will not regret the choice, for that purpose, of Monte Maria Academy.

ST. MARY'S BENEDICTINE INSTITUTE, a cut of which accompanies this matter, is an academy for young ladies, and is situated in one of the pleasantest parts of the city, on Fourth street, between Leigh and Clay.

counts about 125 pupils, ranging from the ages of eight to twenty years.

The RICHMOND FEMALE INSTITUTE occupies an imposing structure of a block frontage, situated at Tenth and Marshall streets. It is one of the oldest and best known of the educational institutions of the city. It was founded in 1854 by Dr. Basil Manly and associates, and he was its first principal.

It has 160 pupils at present—young ladies of the best families of the city, State and South—

and has a staff of fifteen instructors and assistants, under Dr. JAMES NELSON, who is its principal.

It has preparatory as well as courses of higher instruction. It has large grounds attractively adorned with shrubbery and shade trees, is modern in its furnishings and appointments, and in its management generally is equal to the best schools of its kind North or South.

THE CHESTER COLLEGIATE INSTITUTE, situated at Chester, Chesterfield county, on the Atlantic Coast Line route, at its junction with the Farmville and Powhatan Railway, a point 12 miles

G. E. ROBERTSON, lumber dealer, is president of the board, and CHARLES FISHER, agent of the Atlantic Coast Line, secretary and treasurer.

This institution possesses, in its location and facilities, all the advantages of an attractive country home, with the conveniences derived from the vicinity of the city. It is about five miles back from James river, near "Dutch Gap," where the altitude is highest between Richmond and Petersburg, and has surroundings of historical interest. It is in a healthful region, and in a country which enables the



CHESTER FEMALE INSTITUTE,

Situated at Chester, Chesterfield County, Va., twelve miles from Richmond.

from Richmond, and about midway between this city and Petersburg, may also be counted among the educational institutions of the City on the James. It is a new school, comparatively speaking, but is thoroughly established with 45 pupils already, and is under the management of experienced educators, Rev. Dr. F. M. EDWARDS as president of the faculty at their head.

Dr. Edwards was formerly of the Murfreesboro, N. C., Female Collegiate Institute. The matron is Miss FANNY E. DIGGS. The directors are business men of the vicinity of Chester.

management to provide a table of the finest sort.

The course of study is such as to prepare young ladies thoroughly for useful lives. It embraces the ancient and modern languages, music, vocal and instrumental, and other ornamental branches of a liberal education.

There are accommodations now for 75 boarding pupils. The terms are remarkably low. The president of the faculty, or either of the officers mentioned, will furnish such information as may be desired, not afforded in this sketch.

At Ashland, Hanover county, about twenty miles Northwest of the city, is RANDOLPH-MACON COLLEGE, an institution under the government of the Methodist denomination, and in remarkably thrifty and vigorous condition. It is the parent institution of four of this same name in

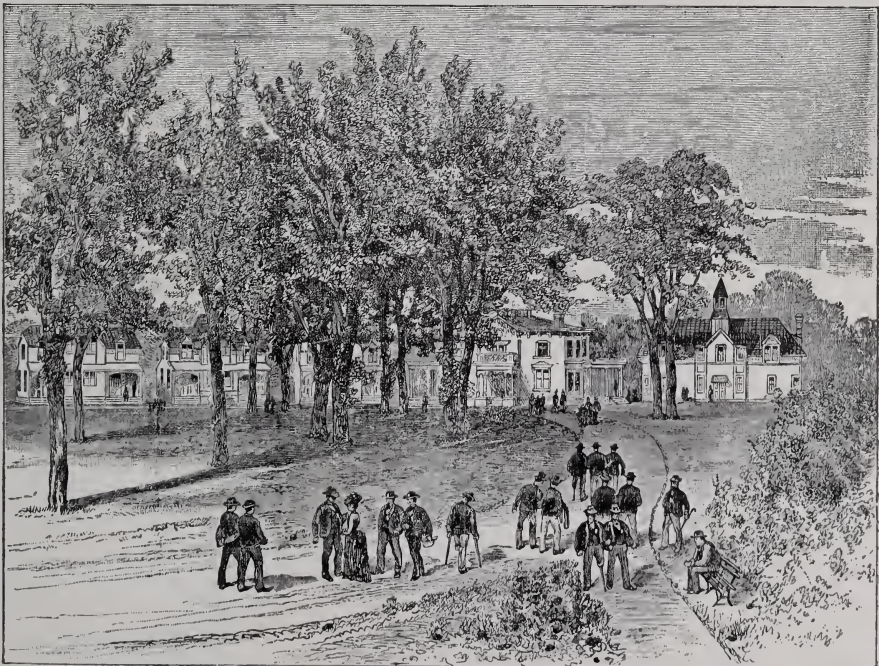
the State; the others are Randolph-Macon Women's College, Lynchburg; Randolph-Macon Academy, Bedford City, and Randolph-Macon Academy, Front Royal.

Among other schools under private management here are two good BUSINESS COLLEGES.

A FOOT-NOTE FOR GRADGRINDS.

Longitude of Richmond	37 32 N.
Latitude	77-26 W.
General Altitude	172 feet
Highest Altitude	249 feet
Mean Ann. Temperature	60
Area, charter limits	5½ sq. miles
Population, U. S. Census, 1890	81,388
Population, with suburbs, probably	115,000
Population, colored	35,000
Death rate per thousand, 1891	25
Death rate per thousand, white	22
Death rate per thousand, colored	29
Assessed Valuations, 1891-'2	\$59,214,283
Assessed Valuations Real Estate	\$40,255,919
Assessed Valuations Personal Property	\$18,958,368
Tax rate, for all purposes	\$1.80
Tax rate, City	\$1.40
Tax rate, State and County, additional	.96
Debt, all Bonded	\$6,609,237
Municipal Assets (City Hall, Water and Gas Works, Parks, Railroad Stock, etc.)	\$6,000,000
Annual Revenue, about	\$2,656,000

Annual Expenditures, about	\$2,594,000
Annual Expenditures Public Health and Charities	\$93,000
Annual Expenditures Police	\$98,000
Annual Expenditures Fire Service	\$78,350
Annual Expenditures Streets and Public Improvements	\$157,000
Annual Expenditures Schools (not including new buildings)	\$107,000
Miles Streets	106
Miles Stone-paved Streets	17
Miles Sewers	36
Capacity Water Works, daily	24,000,000 gals.
Capacity Gas Works, annually	220,000,000 cu. ft.
Public Parks	7
Public Parks, acreage	357
Public Schools	17
Public Schools, Attendance	11,444
Public Schools, Attendance, White	6,693
Public Schools, Attendance Colored	4,751
Private Schools	10
Private Schools, Attendance	5,000



SOLDIERS' HOME,

Established by Lee Camp Confederate Veterans.

INSTITUTIONS SIGNIFICANT OF SOCIAL PROGRESS.



IF such institutions as indicate by their presence, taste, culture, and refining influences generally prevalent, Richmond has the following:

1. A daily press and a score of periodicals accurately exponent of its life, sentiment and interests.

2. Three libraries, accessible to the public, and other collections of books, historical records especially, available to the student.

3. Several galleries of art and antiquities, open to the public, a new museum, liberally endowed, among them.

4. Two theatres affording dramatic and operatic entertainment of popular character.

5. A famous musical society of numerous membership and substantial resources.

6. Organizations of every order and classification: social, political, commercial, fraternal, literary, athletic, aquatic, military, etc.

7. Churches and their accompaniments of missions and charities.

These are the topics treated in this chapter. Incidentally reference is made to the resorts and hotels of the city.

THE DAILY PRESS.

RICHMOND supports three daily newspapers: the "Dispatch" and the "Times," morning issues, and the "State," an afternoon paper.

The Richmond *Dispatch* is the oldest of the Richmond dailies. It was founded by James A. Cowardin and W. H. Davis, both practical printers, in 1850. Its first appearance was made on the morning of October 19th, of that year. The paper was well received from the beginning, and rapidly attained a good circulation. Owing, however, to the competition of the *Whig* and the *Enquirer*, the great political dailies of Richmond at that day, it was not immediately successful as an advertising medium. This fact discouraged Mr. Davis, and in a few months he disposed of his interest to Mr. Cowardin. For some years thereafter the *Dispatch* was published in the names of James A. Cowardin as proprietor, and Hugh R. Pleasants, editor. The latter

was employed as editor when the partnership of Cowardin & Davis was formed.

When success at length became a certainty, its plant was moved from the original building, on Governor street, just above Main, to the building corner of Thirteenth and Main streets, the site of the present Old Dominion Steamship offices. Here the *Dispatch* was comfortably housed, and was equipped with the best outfit obtainable at that period. Just in the rear of its place was the "Dispatch Job Office" of J. D. Hammersley & Co. Mr. Hammersley managed the counting-room of the paper, and during the war acquired a half interest in it.

Mr. Oliver P. Baldwin succeeded Mr. Pleasants as editor, though, at one time, both were upon the editorial staff; and Mr. Cowardin also contributed to the editorial columns when his other engagements permitted. During the war the outfit of the *Dispatch* was worn completely out, and as a new one could not be procured inside the Confederate lines, Mr. Hammersley undertook to run the blockade to England, and supply what was needed. Before sailing, however, he sold half his interest to Mr. James W. Llewellyn, who had long been the local editor of the *Dispatch*.

Mr. Hammersley was successful in his undertaking to the extent of getting the new outfit through the blockade and into the *Dispatch* building, but before it could be used it was destroyed, along with the building, in the Evacuation fire, April 3, 1865.

It was not until the December following that the *Dispatch* was revived. Mr. Cowardin and Mr. H. K. Ellyson formed a copartnership, (which continued uninterruptedly until the former's death) and began anew in the building on Thirteenth street, just in the rear of the present offices of the Postal Telegraph Company. There were seven competitors in the field when the *Dispatch* was re-established; but by enterprise and good management it forged rapidly to the front again, and is now, in every respect, fulfilling its mission as a first-class newspaper. It has the largest circulation of any paper between Baltimore and New Orleans, and its columns bear ample testimony to the value it has in the opinion of the advertising public.

In the matter of its mechanical equipment the

Dispatch has always been advanced. In November, 1887, it put in a Hoe perfecting press with a capacity of 24,000 copies an hour, and its outfit, from press-room to composing-room, is a model of completeness. It has its own press wire running into the building, a full editorial and local staff, its resident correspondent at Washington, and special correspondents at all important points in Virginia and North Carolina. It issues a Daily and a Weekly, its Sunday edition eighteen or twelve pages, as occasion may require.

In 1882, a short time before the death of Mr. Cowardin, the copartnership of Cowardin & Ellyson was dissolved and a joint stock company was formed with the former owners as principal officers. The present officers of the Company are:

C. O'B. COWARDIN, president; H. THEO. ELLYSON, secretary and treasurer; W. D. CHESTERMAN, vice-president.

The *Dispatch* building, a cut of which is in this book, is located on the northwest corner of Main and Twelfth streets. It is four stories above the basement, and the composing-room, which is on the top floor, occupies part, also, of the adjoining building.

THE DAILY TIMES, established several years ago, is owned by a stock company in which JOSEPH BRYAN and others are the principal owners. Mr. Bryan is largely its helmsman. The *Times* occupies a fine five-story building, which is one of the most imposing business structures of the city. It is at Tenth and Bank streets, and faces on one side, Capitol Park. An engraving in this work shows its exterior.

The *Times* has mechanical facilities that are certainly unsurpassed in the South, and scarcely surpassed anywhere. Its Hoe perfecting presses and type setting machines enable it to present the news of the day, not only with all possible speed, but in attractive form. Its news service is also complete. It has the facilities of the United Press, whose telegraphic matter, a summary of the news of the world, it receives daily.

It has, besides, special correspondents throughout Virginia and North Carolina, and in all the principal cities of the land. Its editorial force is strong, and its reportorial corps experienced and enterprising.

The *Times* is, it seems almost supererogatory to remark, Democratic in its principles. It is a favorite with the Richmond people, and is influential with a large constituency, because its policy has been straightforward and consistent in advocacy of low tariff, home rule and eco-

nomical administration of public affairs, both national and local. It was one of the original advocates—and continued through the late campaign, unvaryingly so—of the re-nomination of Mr. Cleveland.

THE STATE, founded in 1876 by John Hampden Chamberlayne, is now owned and conducted by The State Newspaper Company, WILLIAM RYAN, President. It has been actively enlisted in the good work of forwarding the interests of the city, political and commercial, from the start. A recent issue of twelve pages, descriptive of the resources of Virginia and of the attractions of Richmond for business and residence, is a case in point. The *State* circulates about 7,500 daily. Its subscription price by mail is \$3 a year. Its editors are WILLIAM RYAN and W. W. ARCHER, and GEORGE CRITCHFIELD is business manager.

Much of the matter utilized in the compilation of this work has been obtained from the annual first of January, and other commercial reviews of these dailies.

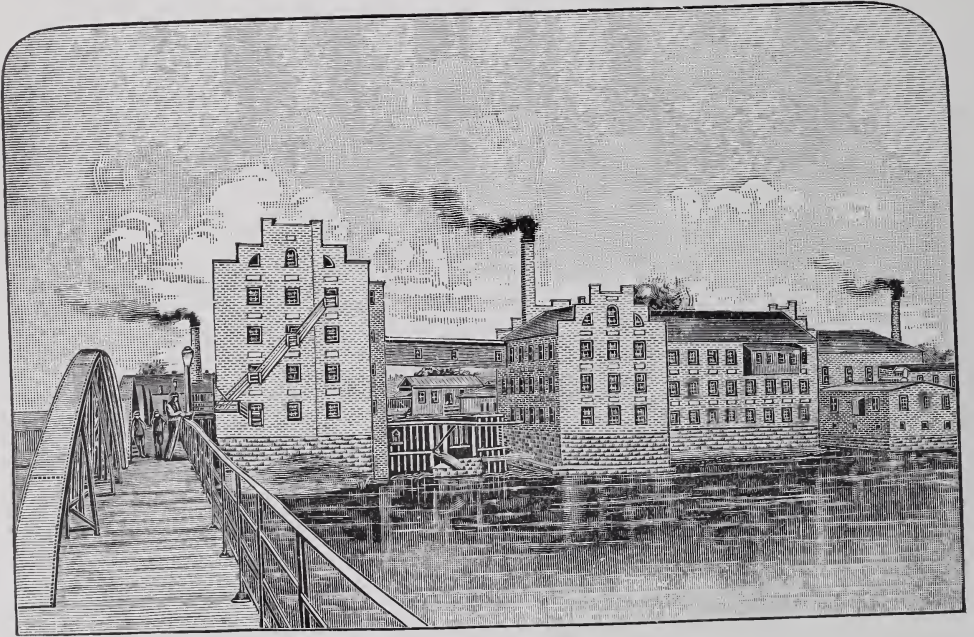
MANCHESTER has its daily also, the *Leader*, a penny evening paper, circulating about 1,200 in the counties of Chesterfield, Powhatan and Goochland adjoining this of Henrico. Special mention is made of it in the supplementary chapter of this book.

The Germans of the city have two organs: the "Staats Gazette," WM. F. RICHTER, editor, and the "Anzeiger," B. HASSEL & SON, editors and publishers. Chief among the trade journals of the city are the "Trade Journal," by W. H. ROWLAND, and the "Southern Tobaccoist and Manufacturer's Record," by W. E. DUBRELL, who, as the local statistician of that business, is authority for the statements made herein on the subject of tobacco. The religious press of the city is especially thrifty and prosperous. The "Christian Advocate," Rev. Dr. J. J. LAFFERTY, editor, the journal of the Methodist Church South, has subscribers everywhere that denomination has a foothold, and is a favorite with many, not communicants of that faith, for its pungent editorial style.

And in this connection it is worthy remark that Richmond is center still of that literary activity—scholarship, bookselling and publishing—which, we are told, was its characteristic before the war. Edgar Allen Poe lived here in his youth, and John Esten Cooke, the Virginia novelist, was once a familiar figure here. Resident here now, or claiming the city as home are many contributors to the magazines, and many of more than merely local note for their attain-

ments and labors in the field of letters : WILLIAM WIRT HENRY, grandson of the Revolutionary orator, in the province of history ; AMELIE RIVES CHANLER and THOMAS NELSON PAGE, in the domain of fiction ; Professor CHARLES H. WINSTON, of Richmond College, in the realm of science, and besides these, Secretary BROCK, of the Virginia Historical Society ; Librarian POINDEXTER, of the State Library ; P. A. BRUCE, political essayist of the *Times* editorial staff ; Judge FARRAR ("Johnnie Reb"), humorous lecturer ; CARLTON MCCARTHY, delineator of army life ; the dramatist ALFRIEND, and others. A new monthly magazine published here, the "*Southern*," Mrs. Annie Smith, editress, is a sign itself that the

signed by WILLIAM M. POINDEXTER, of Washington, D. C., and Richmond. There is appropriated for its construction, \$200,000. The State Law Library has 15,000 volumes ; the "*Rosemary*," a subscription library, established chiefly by the efforts of Thomas Nelson Page, lawyer, dialect story-teller and platform-reader, and Major Lewis Ginter, the tobacconist, has 6,000, and that of the Y. M. C. A., 4,500. The VIRGINIA HISTORICAL SOCIETY, which has been allotted the old town house of General R. E. Lee for quarters by the liberality of the Stuart heirs, and the SOUTHERN HISTORICAL SOCIETY, occupying rooms in the Capitol, have each a store of manuscripts, records, books and pictures, and



OLD DOMINION COTTON MILLS.

Manchester Side of the James.

writers of ability here are many, and intelligence generally widespread. One of the largest subscription book houses of the country, that of B. F. JOHNSON & Co., is here ; and here also is the Publication Headquarters of the Presbyterian Church of the South.

BOOKS, ART AND ANTIQUES.

THE State has a library of 40,000 volumes in the old Capitol ; and ground has been broken on Capitol Square for a new building to accommodate it. This building is, in its architecture, an example of the modified classic. It was de-

signed in the case of the former, portraits of Southern celebrities especially, which, together, form a collection that, in some particulars—in respect to the colonial period and that of the late war particularly—has no superior anywhere.

The State preserves, in the Capitol rotunda, the lineaments of all its governors, from the earliest times to date, and in the same gallery the portraits also of Generals Lee, Johnston and other of its distinguished sons. In the Capitol, also, is a great historical painting, Lami's "*Storming of the Redoubt at Yorktown*," Three notable artists reside here : WILLIAM CARL

BROWN, the portrait painter; WILLIAM L. SHEPARD, a magazine illustrator, especially clever in sketches of the negro, and designer of the Hill and other statuary here; and EDWARD V. VALENTINE, the sculptor, whose "Recumbent Lee" ornaments the tomb of the great commander at Washington and Lee University, Lexington, where he died. Three others hail from here: JACK ELDER, painter of the "Battle of the Crater" and designer of the figure "Appomattox," selected for the Chicago Confederate memorial for its fine expression of the pathos of defeat and unavailing soldierly sacrifice; BLANKINSHIP, a rising sculptor of New York, and EZEKIEL, famous at home and abroad for his "Moses,"

The various collections of the Valentine family have long been locally regarded with pride; and it has been considered a genuine treat to secure for strangers in the city opportunity to view them. It was the intention of the owners of these collections to make them a joint gift to the public during the life of the late Mann S. Valentine, deviser of a major share of the collection (his own accumulation, his mansion, a fine old roomy Southern one, to house it, and a \$50,000 endowment to sustain it), and this intention was taking form when, but lately, he died.

This new Valentine Museum will have for contents the following:



THE TREDEGAR IRON WORKS - FOUNDED 1836.

"David," and other works of the ideal and heroic in marble and bronze.

THE NEW VALENTINE MUSEUM.

THE recent foundation of the VALENTINE MUSEUM by the bequest of the late MANN S. VALENTINE, a prominent manufacturer of the city, supplemented by the contributions of his sons and brother, EDWARD V., the sculptor (the whole a family accumulation the labor of three generations), is an instance at once of the public spirit animating some of the wealthier residents of Richmond, and as one shining example, at least, of the generally prevailing culture and taste to which we refer.

1. The library and pictures of Mann S. Valentine, the father of Mann S. Valentine, lately deceased, William Winston Valentine and Edward V. Valentine.

2. The manuscripts, curios, art treasures and library of Mann S. Valentine, principal founder of the museum, this library bearing more especially upon art, anthropology and history.

3. The European collection of curios, tapestry, illuminations, and library of Professor William Winston Valentine.

4. The curios, art library, and art treasures belonging to Edward V. Valentine, the sculptor, embracing several of the productions of his masters, Couture and Kiss, as well as his own original work.

5. The entire archaeological collection of Granville G. Valentine, Benjamin B. Valentine, and Edward P. Valentine, heretofore known as the Valentine collection.

It will be especially rich in representation of every phase of the aboriginal life of America, and of Virginia particularly. The archaeological collection of the younger Valentines, G. G., Benj. B. and Edward P., is remarkably com-

cluding the endowment made with them, is, in money, about \$125,000. Their appraisal as scientific and artistic treasures is, however, it need hardly be said, beyond any computation in dollars and cents.

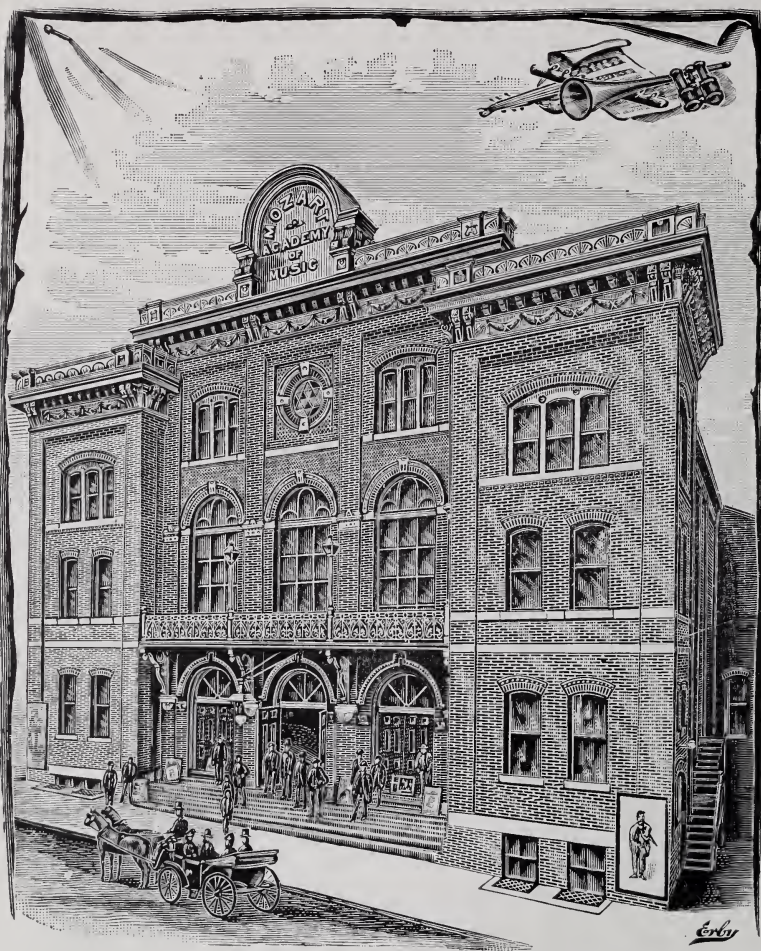
MUSIC AND DRAMA.

It would seem from the numerous membership of the various societies devoted to music at

Richmond that the name of the votaries of the Heavenly Maid here is, literally, legion. On the roll of the MOZART MUSICAL ASSOCIATION are 1,000 names; and this list is not, as in some cities of the country, largely representative of the residents of foreign birth and extraction, but rather of the native. The monthly concerts of this Association are a characteristic feature of the social life of the city. They are held in the MOZART ACADEMY OF MUSIC, a theater owned by the Association, but leased from it, and under another management for dramatic representations, that cost the Society \$45,000 to build. Dr. J. B. McCaw, a prominent physician of the city, is president of the Mozart Association; JACOB REINHARDT its director; and leading business men are its trustees.

The "Gesangverein Virginia" is, as its name implies, the choral society of the Germans of the city; and that nationality has another also, the "Arion."

The two theaters of the city are the "Mozart" and the "Richmond." A report is current at



MOZART ACCADEMY OF MUSIC.

Mozart Musical Association, Owners; E. Hamilton Cahill, Lessee.

plete. They began to make it in 1875, under the supervision of their father, who was an enthusiastic devotee of science, as well as a successful business man. The art collection of the sculptor Valentine, is perhaps, the most extensive and valuable in the South.

The estimated value of these collections, in-

this writing, that another and a grand one is to be built shortly, by one of the millionaires of the city, in the neighborhood of the proposed West End hotel.

THE MOZART ACADEMY OF MUSIC, situated at Eighth and Franklin streets, is the principal theater of the city. It is, comparatively, a new house, is handsomely furnished, and is appointed for stage purposes in modern fashion. It seats 1,600, and at a pinch will accommodate 3,000. Plays requiring 500 persons can be put on in it. Under its present management, that of Mr. EDWARD HAMILTON CAHILL, lessee, the very best shows on the road are presented in it. He has made it successful, where those who had it before him failed.

He brought Madame Patti here last April, under a guarantee of \$7,500, and cleared \$1,000 by the engagement of but a night. Under a new arrangement, lately entered into by Mr. Cahill, the Mozart will be head of the circuit of Southern theaters controlled and operated by the theatrical firm of C. B. JEFFERSON, KLAU & ERLANGER, the first-named of whom is a son of Joe Jefferson, the actor. This circuit embraces houses in all the leading Southern cities, like McCauley's, in Louisville, the Academy and St. Charles, in New Orleans, and houses in Knoxville, Nashville, Memphis and other centers. By this arrangement companies will start on a tour from Washington and play through the South, Texas, and California to San Francisco. It is intended to provide for the circuit only first-class attractions.

The entire booking of the Mozart will be taken in hand by Jefferson, Klaw & Erlanger under the designation, "directors of the circuit," with Mr. Cahill as lessee and manager here. In order to improve the house for the class of shows to be presented, extensive alterations and repairs are to be made. These alterations will

cost some \$10,000, and when they are completed Richmond will have a theater the equal in every respect of any in the land.

Mr. Cahill is a native of Louisville, Ky. In his earlier years he was with Russell & Co., of Canton, China, the largest dealers in teas in the world. He travelled through China, Japan and India in their interest, and was a tea-taster for them. In 1871 he returned to New York and made considerable money in bric-a-brac and oriental wares, and after this he entered Columbia College and took a course in the law school of that institution, and also in its school of mines. He graduated from it and practiced at the bar in New York City for some time. It



RESIDENCE OF E. A. SAUNDERS.

was while engaged as attorney there for the New York Casino, that the idea seized him to go into theatrical management; so he came here to Richmond, because he thought it a most excellent field, which, indeed, it has turned out to be.

THE RICHMOND THEATER, corner of Seventh and Broad streets, is headquarters for the Southern Interstate Theatrical circuit, through which all the attractions presented at leading theaters of Virginia and the Carolinas are booked. Its managers, BRANCH & LEATH, are also managers of that Association.

They have had the house for the past two

years. Mr. Branch is a man of capital, formerly engaged in stock-breeding in this State. His partner, Mr. Leath, has been a theatrical manager for the last sixteen years. He was manager of the Mozart Academy of Music here; and is manager now, besides this house, of the Academy of Music at Norfolk and of a theater at Petersburg, Va.

The Richmond Theater has capacity to seat 1,500. It is furnished with opera chairs, and is lighted with electricity. Its stage appointments are modern and improved. It has a proscenium arch 34 feet wide and 30 feet high, and plays requiring hundreds of participants can be put on it.

CLUBS AND OTHER ASSOCIATIONS.

THE "Westmoreland," "Commonwealth," "Commercial" and "Mercantile" are the principal social organizations of the business and professional men of the city—the Commonwealth, a new one, comparatively, of the younger element among them, and the Westmoreland of their elders. The Commonwealth is the occupant of a very handsome club-house with stone front, situated on Franklin street, in the residence quarter. The Mercantile is the club of the merchants and business men of the Hebrew faith.

The "Powhatan" is the principal political club of permanent character. Its creed, of course, is the Jeffersonian. The "Richmond Microscopic Society," Dr. Henry Froehling, president, is the only scientific association of popular membership. Reference has already made to the educational aims of the "Virginia Mechanics' Institute" in connection with the subject of public schools. Dr. Henry C. Jones, dentist, is its president. The athletic and sporting clubs of the city are the "Richmond Athletic Association," the "Old Dominion Fishing and Yachting Club," the "Virginia Field Sports Association," the "Virginia Boat Club," "Richmond College Boat Club," and "Y. M. C. A. Boat Club;" the first-named two, competitors in the annual regatta for the honor of the "French" cup.

THE YOUNG MEN'S CHRISTIAN ASSOCIATION merits special mention among the social organizations here for its practical methods and prosperous condition. It occupies the handsome Romanesque building shown on page 8 of this book; this hall was built in 1885 at a cost of \$50,000. Its attractions for young men embrace a large library of standard works, the usual lecture courses, a night school and gymnasium,

with occasional athletic as well as literary diversion. Its president is S. W. TRAVERS, manufacturer of fertilizers; its general secretary and superintendent, A. CANDLISH. It is handsomely sustained by the business community.

The martial spirit of the young men of Richmond is indicated in the fact that the city musters a regiment of militia of seven companies, a battery of artillerymen, and two troops of horse; and these organizations also have their social side. The "Blues," an independent organization, originated before the war, and is of interest for its ante-bellum history and record on the actual field.

There are twelve organizations of Confederate veterans at Richmond, and one Grand Army Post.

As for secret and fraternal orders, the list of them and their officials, in the City Directory, is six pages long.

COMMERCIAL ORGANIZATIONS.

THE principal organizations of the business men for commercial purposes are the Tobacco Exchange, or as it is officially styled, "The Tobacco Trade of the City of Richmond," the Cotton and Grain Exchange, the Stock Exchange, Board of Underwriters, Wholesale Grocers' Association, and the CHAMBER OF COMMERCE. Reference has been made to the last named, and its connection with this work, in our preface; following are additional facts concerning it:

THE RICHMOND CHAMBER OF COMMERCE is, decidedly, the association representative of business interests of the city, in respect to both functions and membership. It was organized at a meeting of persons engaged in the various branches of trade and manufactures pursued here, which was held in the Tobacco Exchange September 6th, 1867, and during the first year of its existence had 343 members upon its roll. It succeeded the ante-bellum organization known as the Richmond Board of Trade, and numbered in its ranks most, if not all, of the surviving members of that organization—the older merchants and manufacturers of the city at the time—those who gave to the commercial community of Richmond in their day the high character it held for both enterprise and integrity in business. This excellent repute and superior personnel has been well sustained to the present day; and though a younger generation, for the most part, is the predominating element now, its aims and methods are characterized by the same wise and earnest purpose. And while the

city and its interests have expanded, and the questions the Chamber considers have multiplied, its activity has increased and its membership vastly enlarged. The entire time of a secretary and assistant has been necessary for the past three years to conduct its daily business. Its meetings are much more frequent, and it now has 601 resident and 453 non-resident members; the first class constituting the active membership of the body; and the second, consisting of prominent citizens throughout the Commonwealth, an influential element in all matters relating to the welfare of the State at large.

The following list of its Standing Committees will indicate, in some measure, the very varied character of the work of the Chamber:

1. Arbitration; 2. Agriculture and Immigration; 3. Advertising; 4. Banks and Currency; 5. Business Enterprises; 6. Commerce and Commercial Usage; 7. Express Service; 8. Health and Sanitation (of Richmond); 9. Inland Trade; 10. Information and Statistics; 11. Insurance; 12. James River Improvement; 13. Legislation; 14. Manufactures; 15. Mines (of Virginia); 16. Outward Trade; 17. Public Libraries; 18. Postal and Telegraph Service; 19. Reception; 20. State Exposition; 21. Streets, Roads and Parks (of Richmond); and besides these, committees charged with affairs of its own: "Reception," "Membership, Resident and Non-Resident," "Finance," and the matter of its new building, now under way.

The Chamber is expected to consider, either through these committees or in general session, nearly every question which can affect the progress and welfare of the community; and it is its recognized mission to take cognizance of such questions and elicit and give proper expression to public sentiment; and, by its influence, to further and protect the many interests thus committed to its care.

The list of its former presidents—David I. Burr, Thomas W. McCance, Joseph R. Anderson, E. O. Nolting, R. E. Blankenship, George A. Ainslie, and John B. Purcell, men who have been conspicuous for their public spirit—is the best illustration of the authority it must have exercised at all times. Under such leadership it has been a power.

The term of the last president, Mr. JOHN B. PURCELL, has, however, as we have intimated at the start, been the most active period of the Chamber's history, on account, not only of the demands of the times, but of the more complete organization of the body upon a working basis. Although younger than his predecessors, Mr.

Purcell brought to the responsible duties of his office, along with the energy and enterprise of youth, rare excellence of judgment and decision of character, as well as much experience in public matters and business affairs; so that the three years of his official connection with the Chamber, ending in July last, bore the practical fruits of much labor and devotion to the duties of his office.

During that period the Chamber decided upon an effort to erect a Chamber of Commerce Building, and despite many most serious discouragements, by pluck and perseverance on the part of those who had charge of the movement, the plan has been successfully carried out, and a fine building situated at the corner of two of the principal streets of the city, Main and Ninth streets, is now in process of erection. It fronts 78½ feet on Main street, and runs back 107 feet; will have six stories and a half-basement, and cost, perhaps, \$200,000, including the land. This structure marks a new era in the style of office buildings in Richmond, and it is to be hoped will be the precursor of other similar enterprises requiring co-operation.

Upon the retirement from office of Mr. Purcell, a retirement owing to other imperative demands upon his time, which, greatly to their regret, had to be recognized by the members of the Chamber, Hon. GEORGE L. CHRISTIAN was elected his successor. Judge Christian, though a lawyer by profession, and now in active practice, had for many years been first vice-president of the Chamber, to which position he has been annually re-elected for many years, in recognition of his labors for the advancement of the city, and because of his unwillingness, heretofore, to hold the position of president. His objection to this promotion was, however, over-ruled, upon the retirement of Colonel Purcell, by a sentiment too strong to be resisted; and at this critical and important period of its history the Chamber is peculiarly fortunate in securing so able and devoted an executive.

The other executive officers of the Chamber, at present, are:

S. H. HAWES, First Vice-President; S. W. TRAVERS, Second Vice-President; JOHN H. MONTAGUE, Treasurer; R. A. DUNLOP, Secretary.

The directors are: J. L. Antrim, E. A. Bissell, N. W. Bowe, A. H. Christian, Jr., L. D. Crenshaw, Jr., S. Dabney Crenshaw, J. C. Cottrell, F. H. Deane, E. H. Fergusson, R. H. M. Harrison, T. F. Jeffress, B. F. Johnson, Thomas L. Moore, John S. Munce, R. Carter Scott, H.

L. Staples, J. R. Tucker, Jr., Everett Wadley, Charles Watkins, James R. Werth, John R. West, C. D. Wingfield, F. M. Whittle, Jr., J. H. Whitty, H. W. Wood.

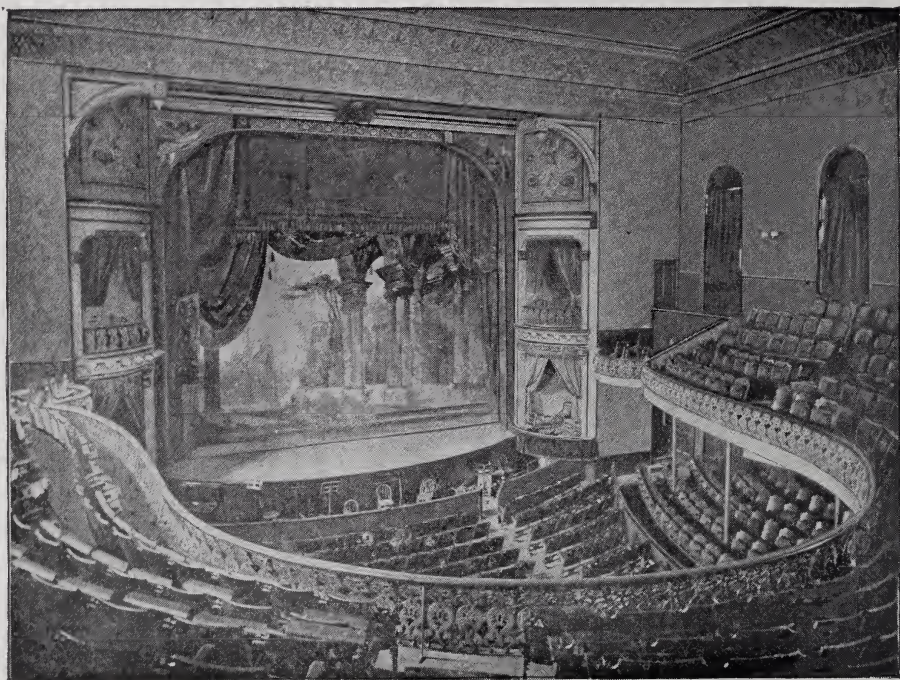
The Chamber, it will be seen, is a body aiming, comprehensively, to promote the city's interest in whole. The other organizations of the business men have the special purpose of regulating and advancing the particular pursuits from which their membership is drawn.

The special purpose of the TOBACCO EXCHANGE is to facilitate the buying and selling of leaf tobacco, by medium of its guaranteed samples. In it all the dealers in leaf, the warehousemen,

tary of the market transactions and state of the trade in leaf.

The RICHMOND GRAIN AND COTTON EXCHANGE was organized as the "Corn and Flour Exchange" in 1867. The name was changed in 1880. It has 80 members: millers, grain dealers, commission and provision men, grocers, etc. Call sales are not held by it. N. R. SAVAGE, of Savage, Beveridge & Co., commission merchants, is president; B. A. JACOB, secretary and treasurer; R. KING, grain inspector.

The Insurance men of the city are organized as a BOARD OF UNDERWRITERS, with GEORGE D. PLEASANTS as president; and there is a STOCK



INTERIOR OF THE MOZART ACADEMY OF MUSIC—E. Hamilton Cahill, Lessee.

manufacturers of tobacco, and many of the merchants who do a factorage business in the staple (*i. e.*, furnish goods or money upon the staple as security), have membership. Its enrollment now is 126. It was organized in 1858, suspended about the close of the war, revived after it, and since 1877, has occupied quarters especially prepared for it on the upper floor of Shockoe Warehouse. Its officers are WILLIAM G. MILLER, president; W. T. HANCOCK, vice-president; CAZNEAU McLEOD, secretary and treasurer; R. A. TRICE, auctioneer, and WILLIAM M. BRIDGES, inspector. Record is kept by its secre-

tary of the market transactions and state of the trade in leaf. The RICHMOND GRAIN AND COTTON EXCHANGE was organized as the "Corn and Flour Exchange" in 1867. The name was changed in 1880. It has 80 members: millers, grain dealers, commission and provision men, grocers, etc. Call sales are not held by it. N. R. SAVAGE, of Savage, Beveridge & Co., commission merchants, is president; B. A. JACOB, secretary and treasurer; R. KING, grain inspector. The Insurance men of the city are organized as a BOARD OF UNDERWRITERS, with GEORGE D. PLEASANTS as president; and there is a STOCK

THE RICHMOND EXPOSITION.

The Virginia State Agricultural and Mechanical Society, under whose auspices the RICHMOND,

or rather VIRGINIA EXPOSITION, is held at Richmond, has for members leading men of the city and State, and for its officials representative business Virginians. Colonel A. S. BUFORD, ex-president of the Richmond and Danville Railroad, is its president. Its vice-presidents are: T. P. Campbell, ex-president of the City Council of Richmond; Colonel William T. Wickham, of Hanover; and Henry W. Wood, of the firm of T. W. Wood & Son, seedsmen, of Richmond. Its secretary is A. M. TYLER, of Richmond.

This Society was organized in 1853. The exposition held by it during 1892, from October 6th to October 26th, was the second exposition

but it had many special features, among them one of Colonial and other antiquities (which cannot be duplicated anywhere else), the Buffalo Bill "Wild West" Show, and other first-class attractions. The exposition of 1892 was no less attractive, and quite as successful. The races were an exceptionably entertaining feature, the entries being numerous and the speed attained the best ever reached in the State.

The register at the gates showed that 95,000 people visited this exposition. The society had a guarantee-fund, subscribed by the citizens of Richmond, of \$7,500, for the purpose of meeting a shortage, if there should be one. This amount was not called for, however; but on the other



WESTMORELAND CLUB HOUSE.

and its thirtieth exhibition. The society's grounds cover sixty-six acres in the western suburbs of the city, valued, with the improvements upon them, at \$300,000. These improvements embrace the largest exposition building in the South, a pavilion of two floors, 280 x 666 feet, numerous sheds and outbuildings, a race-track, with stalls and pens for stock, and a grand stand, seating 2,700.

The exposition held by this society in 1888 was remarkably successful. It included a show, not merely of products of the State (of themselves making an extremely interesting display),

hand the society paid its expenses, dollar for dollar, out of the gate receipts.

CHURCHES AND CHARITIES.

RICHMOND is, more than most cities, a church-going community. It has 88 church congregations: 63 of white membership and 25 of colored. The Baptists, with fourteen churches of white membership, are, apparently, numerically the strongest. The Episcopalians come next, with twelve, the Methodists next that with ten, and the Presbyterians follow with eight. There are

four Catholic churches, four Lutheran, four "Christian," and the same number of Jewish Synagogues. There is one Non-Sectarian, one "Christadelphian," and one of the Friends.

And here, as elsewhere, the public charities have been instituted and are supported mainly by the churches. The Baptist, Catholic and Episcopal churches have each a home for their aged, while the Presbyterians and Methodists support the Old Ladies' Home in common. St. Paul's Episcopal church maintains one Orphan's Home, and the Catholic Sisters of Charity another. There are, besides: the Richmond Orphan Asylum, the Female Humane Association, the Spring-Street Home for Erring Women, the Ladies' City Mission, the Old Market Mission, and the Woman's Exchange, beds in the Retreat for the Sick, all sustained by church contributions or under church management, in part or in whole; the Masonic Widows' and Orphans' Home, situated just without the city, on a tract given for the purpose by Captain A. G. Babcock; the Odd Fellows' Widows' and Orphans' Relief Fund, the Soldiers' Home of Lee Camp Confederate Veterans, the dispensaries of the Medical College of Virginia, the Retreat for the Sick, the Sheltering Arms Hospital, the Richmond Eye, Ear and Throat Infirmary, and the City Alms House and Hospital. The appropriations of the city, itself, for its alms house, the cemeteries and for charitable purposes generally, are something like \$50,000 a year.

Very largely the spirit of philanthropy governs the dominant white race at Richmond in its treatment of the dependent and unfortunate of African stock set down in its midst. Neither by the public nor private charities is the quality of mercy strained for the needy and afflicted, whether black or white complexioned; evenhanded benevolence is extended to both. The Catholic church has a mission chapel, convent and school for colored persons, and the Friends an asylum. While the Richmond Theological Seminary and the Hartshorn Memorial College, both institutions for the care and education of negro youth, are supported chiefly from the missionary funds of the churches at the North, substantial assistance is freely rendered them by residents here as well.

RESORTS AND HOTELS.

MORE and more Richmond grows in favor as a winter resort. Many tourists make it a stop-over station on the way to Florida and the Gulf Coast. For these it has many attractions: a

mellow mean of winter climate, a hospitable people, characteristic traffic, historical possessions. The sights to be seen are so many that the CHAMBER has had compiled a special TOURISTS' GUIDE BOOK, descriptive of the statuary and memorials, the battle grounds, Hollywood, the tobacco factories, and the trip down James river from Richmond to the sea.

To visitors of this class, a question of the first importance is the character of the city's hotels. Richmond has several good ones, and another, to be equal to any in the land, has been planned.

The principal houses at present are Murphy's, Ford's, the Exchange and Ballard, the Dodson, American, Davis and Commercial; the first named and last two, especially commercial travellers' resorts.

MURPHY'S HOTEL, corner of Eighth and Broad streets, Richmond, is situated on one of the highest points in the city, with both a southern and eastern exposure. It is the leading and best hotel in Richmond.

This house, so well and favorably known to commercial travellers, as well as tourists, has been materially enlarged and greatly improved by the addition of two adjoining buildings. Its rooms are elegantly furnished throughout in a manner to contribute to the ease and comfort of all those who occupy them, and are provided with electric bells, steam heat, etc.

In connection with the hotel is conducted the finest restaurant and cafe in the city, where every delicacy of the season can be obtained; and the billiard parlors are equal in every respect to those of the largest cities.

Murphy's was established about six years ago by its popular proprietor, Colonel JOHN MURPHY, and is conducted under his able management. Colonel Murphy was originally a caterer here, and has worked his way up from small beginnings until he has attained prestige as one of the most successful hotel men of the South. He is one of the representative business men of the city. Many visitors to the city in former years will remember the old tumble-down building at Eighth and Broad streets, in which he commenced; there making a specialty of oysters and serving only the best, he made the dingy looking old structure familiar in a few years to all sojourners here as the oyster house of the city. But the old house is gone. It fell before the march of improvement, and in its stead there rises a stately and imposing brick building, five stories high, covering a quarter of a square, and known to the travelling public as Murphy's Hotel.

This house was commenced on the site of the old one about six years ago, and has been furnished from top to bottom with the most modern improvements, in the shape of furniture and other hotel belongings. An elevator affords access to the top of this building, from which vantage one of the most charming views of Richmond and the adjacent country is unfolded. Looking east can be seen Drewry's Bluff, Powhatan and points on the James; looking west, Belle Isle, Hollywood Cemetery and intervening points, forming, as a whole, a delightful picture of this city on the James.

has been thoroughly refurnished and renovated throughout by its present proprietor. It is centrally located and has all the conveniences requisite to the comfort of the travelling public—bar, baths, barber shops, reading rooms, etc. Its table and kitchen have the supervision of Mr. Dodson himself, who, by a lifetime's experience of the business here, has become an expert caterer.

RUEGER'S RESTAURANT, corner of Ninth and Bank streets, is the "Delmonico's" of Richmond. It embraces a public dining-room for ladies and gentlemen, conducted on the Euro-



MURPHY'S HOTEL, EIGHTH AND BROAD STREETS.

This house will accommodate four hundred guests. Rates on the European plan are one to three dollars per day, and on the American plan three to five dollars per day.

The HOTEL DODSON, situated on Twelfth between Main and Franklin streets, opposite Capitol Park, is conducted by CHARLES B. DODSON, who is successor to his father in the business. It is an excellent house, with accommodations for 125 guests, and rates for transients of \$2.50 a day; permanent boarders less, of course. It

pean plan, a lunch-room for business men, frequented at mid-day by the most prominent merchants of the city, and a saloon finished in oak; and, also, fine parlors artistically furnished and frescoed, which are the scene of many fashionable dinner parties.

The proprietor, Mr. WILLIAM RUEGER, is successor to his father, Louis Rueger, established here in 1846. He was raised to the business, and is a master caterer. He makes a specialty of the Virginia and South-Atlantic delicacies,

such as oysters, fish, etc.; and presents daily a bill of fare incomparable anywhere except in a land so highly favored as this.

LOUIS EUKER's restaurant, saloon and billiard hall at 700 E. Broad street, is one of the best patronized and best managed in Richmond. Mr. Euker has been in the business here since 1857. He has been successful in it, and has accumulated real estate and other interests by means of it. He is one of the directors of the Hollywood Cemetery Association, and is also a member of the CHAMBER OF COMMERCE. Mr. Euker's place is notable as the finest summer garden of the city. That feature, however, is not the only one that distinguishes it, for its restaurant is one of the very best in this city. Altogether, restaurant, saloon and billiard rooms, occupy an area of 120 feet on Broad by 148 on Seventh

street. They are handsomely fitted up, and are a very popular place of entertainment and resort.

SOCIAL STATISTICS.

The Press—Daily	3
Periodical	27
Libraries	5
Volumes in	50,000
Collections of Art and Antiquities	5
Musical Societies	3
Membership of	1 200
Theaters	2
Organizations—Commercial Bodies	5
Social Clubs	5
Fraternal Orders	35
Athletic	5
Religious (churches inclusive)	128
Charitable and Benevolent	22



RESIDENCE OF W. O. BURTON, BUILDING CONTRACTOR,
Grove Road, Western Suburbs

REAL ESTATE AND BUILDING.



HAT "splendid sunburst of prosperity, warming into life the new Industrial Dixie," some one has called the change in the South since its complete political restoration; "and dawning Aurora-like at length," we may add, "upon the Old Dominion," a little late, perhaps, but beaming upon the State with rare benignity during the last eight or ten years, especially, and upon this city for the last three or four.

VIRGINIA'S ADVANCEMENT.

A WONDERFUL transformation there has been, truly, in Old Virginia: Mile upon mile of railroad extension; coal and iron, zinc and mica mines, marl beds, quarries, salt deposits, discovered, exploited and opened; furnaces innumerable built; forests levelled; old plantations reclaimed; vineyards planted in the uplands, whole provinces in the lowlands converted into truck farms; seaside and mountain springs resorts established; and most striking manifestation of all, towns upspringing from solitudes like the Prophet's gourd; budding and blossoming exuberantly; some of them flowering, all at once, in full blown metropolitan pride, like a cactus in the night.

West Point, for example, climbing from 557 to 2,018 in population between 1880 and 1890, and Radford and Pulaski, ascending the same way; Newport News, for instance, grown to 5,000 from nothing at all in the same space of time; Bristol, at the Tennessee-Virginia line—that aspiring place which nothing short of two states will do to rise in—likewise grown from zero to 5,229 in the same period; Danville, doubling in these ten years, increasing from 7,500 to 15,000; and Roanoke, with its marvelous development of 669 to 16,159, or 2,315 per cent. in that single decade. Numbers these, serving to gauge the industrial progress meanwhile made, as well.

The growth of the State has been greatest in Southwestern part, which is largely a mineral country; but is not confined to that district. While Roanoke and Tazewell, counties of the Southwest, show gains in population of 130 and 55 per cent., respectively, between 1880

and 1890, from which gains their material development may be reckoned also, Rappahannock and Alleghany, northern counties, exhibit figures of 66 and 46 per cent., respectively; and Warwick and Elizabeth City, counties of the eastern side of the State, 194 and 51 per cent. In general terms we may say that this State growth has been largest along the lines of the two East and West Virginia railroad systems, the "C. & O." and "N. & W.," and not altogether, either, in the mountain regions they traverse, but along the lower James as much—where the old estates are in general demand, and therefore enhanced in value—and in the Tidewater country, as the rapid rise of such places as Suffolk and Norfolk, Newport News and West Point evinces; and it has extended along these and other lines of rail beyond even the State borders, into West Virginia, as at Pocahontas, and in adjacent parts of North Carolina and Tennessee.

RICHMOND'S MARCH FORWARD.

As might be expected from this advancement of its field, a very great impetus has been given to the business of the city by it, an impetus to REAL ESTATE business and betterment especially. Yet the marked activity which has been characteristic of that pursuit for some time past here—an activity which may be measured by the fact that \$12,000,000 or more, as we have said, has been spent here for real estate and improvements in the last three years—is not to be taken as entirely resultant from this aggrandizement of the city's tributaries. It has been, instead, in very large part, spontaneous. Richmond, as well as the rest, was steadily growing. Its residence quarters, the inside precincts especially, were cramped and congested; by enlargement of its manufactures, for one cause, calling for many more hands, and therefore many more habitations; and a very plain showing there is of its overcrowding in Manchester's 61 per cent. increase in population in the period of the 80's. And, again, the wealth of the city was accreting; it had funds to invest, and where better than at home?

The time, in short, was ripe for extensive improvement, and extensive improvement began

with the construction here, about five years ago, of the first practical electric street railway in the land. Here, as elsewhere, RAPID TRANSIT wrought a wondrous change; and as the initial improvement of all—the inceptive of a whole period of improvements not yet ended—this enterprise certainly merits description first.

THE ELECTRIC STREET RAILWAYS.

THE RICHMOND RAILWAY AND ELECTRIC COMPANY, which operates the street car lines traversing the principal streets of the city, and furnishes arc and incandescent lights and commercial power, has one of the largest electrical plants in the Union.

It is a consolidation of the Richmond City Railway Company, the Richmond Union Passenger Railway Company, the Virginia Electric Light and Power Company, the Old Dominion Electric Light and Power Company, and the Richmond Schuyler Electric Lighting Company.

The corporation, as at present constituted, was organized in 1890, under a special act of the Legislature, authorizing it to consolidate these and other existing companies in the counties of Henrico and Chesterfield. It has a paid up capital of \$2,000,000, and employs between three and four hundred men. For convenience of operation, it is divided into three divisions or departments, each of which has a superintendent and a corps of clerks. The City Division has its car-sheds, machine-shop and office in the western end of the city, at the corner of Main and Vine streets, with a branch office and stables at Leigh and Adams streets. The Union Division has its car-shed, machine-shop and office on Church Hill, in the eastern portion of the city, while the Light Department and Power Station occupies a brick building with a frontage of over 150 feet on south Seventh street, between Cary and Canal, in the center of the city. An additional power plant is now being erected on the bank of the James river, between Eighth and Ninth streets, and only a short distance from the old power house. The main office of the company is at 108 South Seventh street.

An idea of the extensive business of this company may be gained, when it is stated that the engines and boilers at the power stations have a capacity of 4,000 horse power. This power is utilized in driving the railway generators, the arc light dynamos, and the incandescent and commercial power dynamos. The company has now in operation about sixty miles of railway, measured as single track, seventy-five electric

and horse cars, one thousand arc lights, and seven thousand incandescent lights, and is furnishing the equivalent of three hundred horse-power to run elevators, printing presses and light machinery in the city.

The attention of those living in other cities has been frequently called to the electrical system of Richmond, because on the tracks of the Richmond Union Passenger Railway it was first demonstrated that it was possible and practicable to propel street cars by electricity. Many mistakes were made, and a large amount of money was wasted before the problem was solved here, but the perseverance of the stockholders and the intelligent co-operation of the City Engineer, at last accomplished the desired result, and gave to Richmond a street car service equal to any in the country. No other city has had a more varied experience in this direction, and in no other can as many facts be obtained and as many comparisons drawn, all of which will show the benefits to be derived by a community which is fortunate enough to have well equipped electric street car lines.

Next most important to this original company, in respect of its serviceability as a medium of rapid transit, is this one:

THE RICHMOND AND MANCHESTER RAILWAY COMPANY'S electric line, fourteen miles long, extends from Highland Park, a northern suburb of Richmond, through the heart of the city, and over the James, by the Free bridge, across Manchester to its West End park and residence addition, known as FOREST HILL PARK and WOODLAND HEIGHTS. It is, therefore, a rapid transit facility to both Richmond and Manchester, and a bond of union between the two.

This company was organized in 1890, by Richmond and Manchester capitalists, who saw clearly the opportunity unfolded for a railroad and for suburban development in the two cities, and proceeded to avail themselves of it. JOHN SKELTON WILLIAMS, banker, of Richmond, is its president; W. S. SEDDON, of Baltimore, secretary and treasurer. The company began its work of development by converting the old Manchester horse road into an electric line, and by laying out Woodland Heights on the Manchester side, which tract embraces FOREST HILL PARK, a great resort in summer for the Richmond people, and the southern terminal of the line. It is a fragment of the original greenwood to whose primitive charms the art of the landscape engineer has added a beautiful lake and other attractions; it is dedicated to public use, and it is one of the most delightful resorts

provided for the relaxation of the denizens of any city. Having done this, the company negotiated a lease of the line built by the North-Side Land Company and others, to connect

street, which viaduct was constructed by the parties interested in these developments north of Richmond, at a cost of \$85,000. The road is operated from a power house on Semmes avenue,



TIMES BUILDING.

Occupied by the Richmond Daily Times. (Page 39.)

Chestnut Hill, the property of the Richland Land Company, and Highland Park, with Richmond, over the splendid viaduct spanning Bacon's Quarter Branch at the north end of Fifth

Manchester, at the corner of Nineteenth street, where the company has a tract of several acres. In the power house is an equipment of three 150 horse-power dynamos and a 100 horse-power

dynamo. The company, by the way, proposes to furnish electric lights, also, to Manchester, from this same plant.

The road was built especially to develop WOODLAND HEIGHTS. By means of it, Main street, Richmond, can be reached from that addition in fifteen minutes. Thus the greatest objection to life in the suburbs—the time lost in reaching them—is, in the case of these Heights, removed.

These two lines and their branches (some of

NEW BUILDINGS PUT UP.

So much for the street railroads of the city. To resume our story of Richmond's improvement: About three years ago a large tract of desirable residence property, in what was then the extreme west end of the city, but is now well in—has since been annexed, in fact—was placed on the market by Messrs. BRYAN, DOOLEY and others; and about the same time Mr. JAMES H. BARTON, and his associates, embarked in their Barton Heights project; Baltimore parties, too, invested freely in Manchester ground; and soon there was apparent the two most conspicuous features of this new departure here, a very extensive suburban development, and new buildings rising all over town.

Everywhere now, even to stranger eyes, the new buildings are noticeable. The West End, perhaps, as the choicest residence quarter, makes the bravest display of them; here are the city's most costly and luxurious domestic establishments; here is a district which, as a whole, vies in impressiveness with the fashionable residence district in any American city. Many of its homes are really palatial; the Ginter mansion for example, upon which its owner, a very successful tobacco manufacturer, has lavished a royal ransom, the Harris residence which cost \$60,000, and that of W. A. Jones, \$50,000, all three of them new; and the villas of Joseph Bryan and Ginter, just outside the city, are also of sumptuous finish and furnishings. Illustrations of several of these are presented herein, and, by way of contrast with them, of the Saunders and Mayo, and other older types of princely Richmond homes.

In the suburbs, also, many fine and expensive houses, newly built, are to be seen; at Barton Heights and Chestnut Hill, and in Manchester, which also has its aristocratic West End, and, among other buildings a Masonic Temple of recent construction and handsome front. In keeping, too, with the brand new dress of the West End of Richmond, generally, is the modern architectural apparel of the new churches, the Grace street and Grove Avenue Baptist, for instance, which are said to have cost no less than



DISPATCH BUILDING,

Occupied by the Daily Richmond Dispatch. (Page 38.)

which are still operated with mules for motor, but are to be converted, as soon as business justifies) network all Richmond and Manchester. There is a dummy line, besides them, extending from the northeastern terminus of the Richmond Railway and Electric Company's lines to the battlefield and National Cemetery of Seven Pines, a distance of seven and-a-half miles—which road also is to be made an electric line shortly—and one short independently-operated horse line, a mile long.

\$60,000 each; and of the Broad street stores, like those of Levy, and Cohen, Fourqurean, Price & Co., and others. That street, indeed, as the principal shopping street of the city, its Broadway, literally, is undergoing a general reconstruction and remodelling all along the line.

In the wholesale district new factories are rising every day, and the old are in process of enlargement, and this is one of the most obvious of the many signs the city affords of its progress and prosperity. A modern stamp has been put on this quarter also by the new buildings completed and under way.

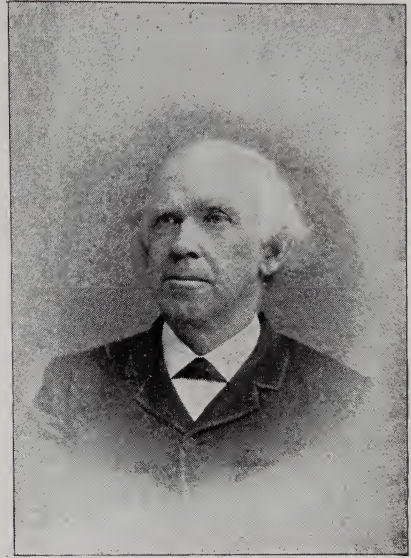
THE BUILDERS' TRADE.

DURING the year 1889, 1890 and 1891, there were built in Richmond and Manchester, 2,065 houses; the expenditure for which was \$3,000,000. In 1889, 618 were built; in 1890, 939, and in 1891, 508. Non-taxable buildings, like churches, for instance, are not included in this record. The true figure is very likely nearer \$3,500,000 total.

Long strides forward, certainly, in the direction of metropolitanization are indicated by the enumeration of the more important building and developmental projects of the last few years, lately made by one of the newspapers of the city. This list was as follows: 1. The Union Passenger depot of the Atlantic Coast Line roads; 2. The Exposition building and grounds; 3. The induction of the electric street railway; 4. The New City Hall; 5. The Masonic Temple; 6. The Chamber of Commerce; 7. The Barton Heights, North-Side and other real estate enterprises on this side of the river, and the Manchester extensions on the other; 8. The new \$500,000 hotel (plans for which are in preparation); 9. The proposed new theater; 10. The proposed new \$1,000,000 C. & O. depot and office building; and 11. The proposed new James River Steamboat Line. There is in prospect, besides, a new depot for the "R. & D.;" a settlement of the canal issues between the city and the C. & O. Railway, by which the power of the river can be more fully utilized for manufactures; the Eighth street tunnel, to afford another railroad entrance—the Richmond and Chesapeake; and two steamship connections at

Newport News, one coastwise, and the other foreign, which, when effected, should greatly amplify the city's maritime and foreign trade.

Of the work enumerated above, three impor-



THE LATE ALBERT L. WEST, Architect.

tant jobs are in progress, and three more being planned. The three in progress are the CHAMBER OF COMMERCE, the New State Library, and New City Hall; the three projected, the new \$500,000 hotel of Major Ginter, the new theater

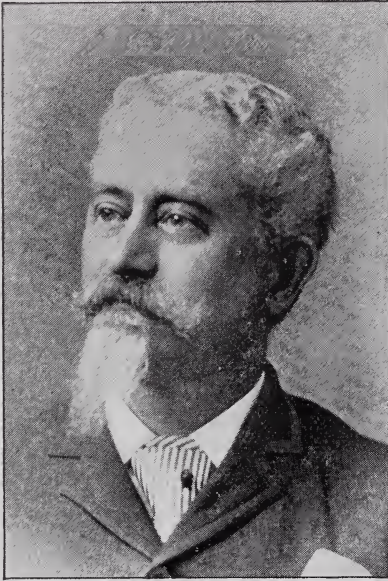


Block of Residences Designed by Poindexter & Bryant, Architects.

to be built by Major Pope, and the C. & O. depot and office building, for which the estimate is \$1,000,000.

These building improvements have supported

handsomely six or eight architects and perhaps 100 building contractors, most of whom are manufacturers also of building material or brick, and



CAPT. M. J. DIMMOCK, Architect.

in some cases both. It is not too much to say that the building work prosecuted here has employed more than 1,000 men pretty steadily since the work of improvement was commenced. The year's building business aggregates now fully \$1,000,000. Brick is the material chiefly used for superstructures, although wood is in favor for the cheaper sort of suburban dwellings. Stone fronts or trimmings are the rule in the case of the finer buildings, and the taste is for modern styles. Building work here is, perhaps, slightly dearer than in Philadelphia or Baltimore, but is cheaper than in the West. Lumber costs from \$11 to \$20 a thousand; brick laid in the wall about \$11. The city has numerous establishments engaged in the manufacture of interior finish and building material of all sorts. The work of that sort done here is the very best.

THE RICHMOND ARCHITECTS.

SKETCHES of the architects of the city follow. The builders, contractors and manufacturers of building material have mention in the chapter on the city's manufactures.

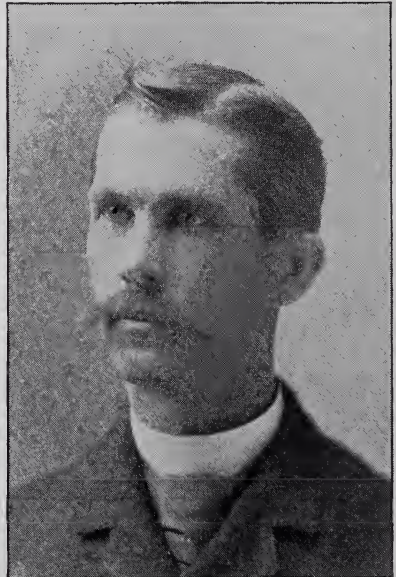
M. J. DIMMOCK, architect, of 14 and 15 Merchants Bank Building, 1103 Main street, is a leader in his profession here. The architecture

of this city, indeed, bears everywhere the impress of his constructive and artistic talent. Most of the costlier business houses and residences are his work: four churches—the Grove Avenue and Venable Street, Baptist; All Saints and St. Andrew's, Episcopal; and more than one public structure besides. The Tobacco Exchange was planned by him, and his plans have been accepted for the new CHAMBER OF COMMERCE, to cost \$150,000. Of this body he is a member.

Other parts of the State show, also, examples of his skill; Danville, with an Opera House and many of its finest homes; Norfolk and Portsmouth, of which last named city he is a native; and many other of the larger places of the Old Dominion. He has been practicing his profession here for many years, and during that time has risen to the topmost round of the ladder in it, in the quality as well as aggregate of his professional work.

He was adjutant of the Tenth Virginia Cavalry, C. S. A., under General J. E. B. Stuart, during the war, and served all through the conflict. He is notable, therefor, also, as a veteran of the late unpleasantness. He is a member and one of the board of directors, also, of the American Institute of Architects.

P. J. WHITE, architect, of Eleventh and Main streets, has planned and superintended the construction of some of the finest and most costly



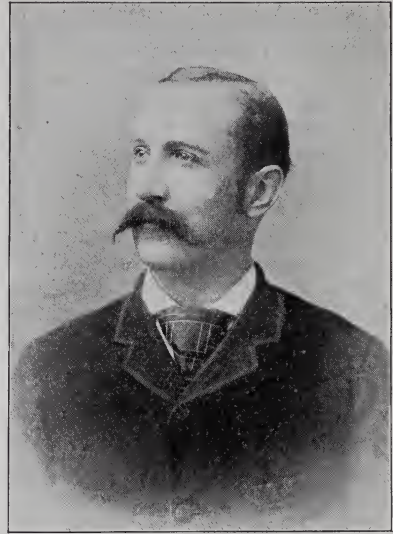
P. J. WHITE, Architect.

residences and business structures of the city ; among many others the following : Blanchard's Warehouse on Virginia street ; E. G. Leigh & Co.'s, corner Tenth and Cary ; F. E. Patrick's, corner Tenth and Canal ; P. H. Mayo's tobacco factory on Seventh street ; A. B. Eddin's factory on Eleventh street ; the Morris block of residences on Harrison near Franklin street ; the pretty and tasteful residences of Jackson Brandt and Decatur Axtell on Franklin street, adjoining the Commonwealth Club on the west ; the Beall block on Park avenue ; several blocks on Main near Beach street ; and many others on Grove avenue, Franklin and Grace streets, that sufficiently indicate his professional skill without further comment.

Mr. White is a native of Albemarle county, Virginia, and is a veteran of Fitz Lee's cavalry, A. N. V. He is an *élève* of the Maryland Institute School of Designs. He has been a resident of Richmond since 1872, and has been practicing his profession, on his own account here, since 1874.

WALTER R. HIGHAM, architect, of 2 North Eleventh street, over the National Bank of Virginia, has been pursuing his profession here since 1878. He came to America in 1874 from England, of which country he is a native, and in which also he had mastered the elements of his business at the Government school of the South Kensington Museum, during a four years' course at that institution. He has been busily employed since he established himself here, and

built the large hotel at Glasgow, Va. ; he has built a great deal of railroad work, stations especially ; he superintended the construction of the



WALTER R. HIGHAM, Architect.

new Masonic Temple here, and he was the architect also of some of the finest West End residences of the city. He is now engaged upon the construction of two new churches here—the Presbyterian, on Chestnut Hill, and the Methodist, on Church Hill—and is making extensive alterations to the Retreat for the Sick.

He is, in short, one of the busiest architects of the city, and his work is earning for him a high repute.

He has recently been appointed consulting architect by Major Ginter, with special charge of that gentleman's suburban building improvements out on the Hermitage road, northwest of the city, which are planned on a grand scale, and are likely to eclipse, when completed, any similar work yet undertaken in the South.



Villa "Maymont," Suburban Residence of Major James H. Dooley, Henrico County, Va.
Designed by Architect Edgerton S. Rogers.

has displayed abilities of no mean order for his business. He planned the State Female Normal school at Farmville, Va., and designed and

Edgerton S. ROGERS, architect of the Hanewinkel Building is, although of an old Virginia family, a native of Rome, Italy. He was educated in that city, at the Beaux Arts Academy of Architecture, and he followed his profession there three years.

Then he came here, and has been practising in this city for five years.

He is a son of the sculptor Rogers; he was raised amid surroundings of art and architectural inspiration; and his work discloses his training in an Old World school.

He designed and superintended the Fourquaren, Price & Co.'s building on Broad street, for P. H. Mayo, the owner, and remodeled Major Ginter's country residence at "Westbrook" (one of the finest in the United States), and he was architect for Major Dooley's palatial residence, "Maymont," Henrico county, Virginia, which cost its owner \$70,000 to build. He is now engaged on the Virginia Building at the World's Fair, Chicago. He was appointed architect of that structure by the State Board of Managers, from among a very large number of competitors, and by unanimous vote.

Mr. Rogers is open for engagement anywhere in his line in the South, and he will furnish designs or give estimates on work of any kind.

WILLIAM C. WEST, architect, of 1105 Main street, is a son of, and is successor to, the late ALBERT L. WEST, distinguished in his lifetime as the author of the "Architects' and Builders' Vade Mecum"; as one of the first native Virginians to engage in the practice of the profession of architecture, as an expert in disputed questions of his business requiring adjustment, and as a master of the art generally; and in private life of note for the interest he always took in the good works of the Sunday-school and church.

He was a resident of Richmond pretty much all his life. During the war he was in the Confederate service as engineer and architect at the Atlanta, Ga., arsenal, with intervals spent in the field. He was chairman of the State Sunday-school Convention just before his death, and in 1890 was delegate from Virginia to the International Sunday-school Convention held in Pittsburg, Pa.

He was a Fellow of the American Institute of Architects, and was the oldest practitioner of this city. Examples of his life's work as an architect abound in Richmond on every hand. He was especially a master of ecclesiastical architecture, a branch of the business admitted by the profession as, next to the construction of a fine theater, one requiring more thorough understanding of architecture, practical and artistic, than any other. He designed and superintended construction of the Broad Street and Trinity churches here, and of Grace Street Baptist Church, the largest and one of the costliest tabernacles of the South; of the Pace Block on

Main and Eighth streets (occupied by the C. & O. railroad company as offices), of the building of the National Bank of Virginia, and the Valentine Meat Juice Works; and besides these of several fine school buildings, and numerous residences, among them those of Messrs. Thomas Stagg, George B. McAdams, Wirt E. Taylor, R. S. Boshier, William Ashby Jones, and others; and of work done elsewhere, churches at Charlotte, Raleigh and Winston, N. C., and at Lagos, Western Africa, and Yokohama, Japan; "Rocklands," the country seat of Mr. R. Barton Haxall; the Court-house at Elizabeth, N. C.; the Grand Pavilion at the Yorktown Centennial; additions to the State Insane Asylum, and Penitentiary; residences in Norfolk and other cities of the State; and the Baltimore United Oil Works at Manchester, across the river from this city.

His son and successor, MR. WILLIAM C. WEST, is a native of the city, and is well qualified by experience and study to continue the work entrusted his predecessor, and to assume the place he vacated in the profession here. Mr. West was with his father between seven and eight years, for much of that time in charge of the drafting department of their business. For a long time he gave his attention to that department during the day, and with praiseworthy diligence devoted his evenings to the study of technical matters, connected with the profession, under competent masters, thus fitting himself thoroughly for the position he is now called upon to fill.

B. W. POINDEXTER and C. K. BRYANT, two young and enterprising architects of Richmond, have been in partnership under the designation of Poindexter & Bryant, since May 1, 1892. Their offices are in the Merchants National Bank building, corner of Eleventh and Main streets. They have each had seven years' experience of their profession, both practical and theoretical, with leading architects of the country, and, besides, have had the advantage of technical schooling. They have been doing a great deal of work in Virginia, and considerable, also, throughout the South. Church work is a specialty with them, but they are prepared to execute all classes of buildings. The cut on page 55 of this matter shows a block of six handsome residences in the western part of the city, which were designed by them. Accompanying also are their portraits.

CHARLES H. READ, JR., architect, of 12 North Ninth street, has had a long and varied experience of his profession, and, incidentally, of its

engineering features, and has displayed his ability in the construction of a number of the finest buildings of the city, among the rest the new Times building at Tenth and Bank streets, the Planters National Bank building, the Levy & Davis store on Broad street, the Hawes Row of residences on Fifth street, and the Strause residence on Franklin street.

This experience of his, to which we have made reference, extends over seventeen years. He is a native of the city, was in the Confederate army, and was wounded at the battle of New Market. He studied for his profession in the School of Engineering of the University of Virginia at Charlottesville. For four years after that he was with the Tredegar Iron Works here, as mechanical draftsman, and also with the Metropolitan Iron Works of Richmond, and the American Rolled-Nut and Tube Company of this city. After that he was in the office of the Supervising Architect of the United States at Washington, D. C.; then was attached to the United States Geological Survey; then practiced his profession in Washington for twelve years; and finally, in 1889, returned to Richmond and opened an office.



B. W. POINDEXTER,

Of Poindexter & Bryant, Architects.

CARL RUEHRMUND, architect of Rueger's building, corner of Ninth and Bank streets, is a

graduate of the Royal Academy of Architecture, Berlin, Germany, of which city he is a native, and is a member of the American Institute of



CHARLES K. BRYANT,

Of Poindexter & Bryant, Architects.

Architecture. He came to this country in 1881, and after an experience of his profession in Philadelphia, and in the government service at Washington, D. C., he came here in 1888, and was associated in practice with the late Albert Lybrock. Subsequently he was engaged again by the Government to remodel the Post Office here, which work he performed in a skilful manner.

The following are examples of work executed by him here: The Cohen Company's building (modern department house), on Broad street; the Rountree trunk factory, on Ross street, and the palatial residences of William L. Royall, attorney, and C. P. Stokes, capitalist, on Franklin street, the Fifth Avenue of Richmond.

C. P. E. BURGWIN, consulting engineer, of 819 Main street, has been the engineer for the Hollywood Cemetery for thirteen years, and holds the same position with Mt. Calvary R. C. Cemetery. He has been supervising architect of the foundation work of the new City Hall here, and was engineer for the construction of the Lee Monument. In 1876 he was agent for and in charge of the construction of the lines of the

Bell Telephone Company. He has been in the government service as engineer of river and harbor improvements—has been, in fact, the resident engineer having charge of the work on the James—and he has reported frequently on water power and other projects for capitalists proposing to invest hereabouts. He has been associated with Boston parties in extensive proposed dock construction, and has investigated and reported upon the old James river canal. He is principal of the Virginia Mechanics Institute, is president of the Virginia Dredging and Dock Construction Company, vice president of the Warwick Park Transportation Company, and is president also of the Bermuda Hundred Construction Company, which built the new line of the Farmville and Powhatan railroad. He has been established in this business here, following it steadily, since 1876. Mr. Burgwyn has likewise considerable literary distinction. He is a graduate of Harvard, with the B. A. as well as C. E. degree. He has taken first prizes for Latin poems; a couple of years ago he won the prize of the *Richmond Times* for an article on Richmond as a Manufacturing Center, and he has also given some attention to fiction. In 1889 he wrote and published the "Huguenot Lovers"; a tale of the Old Dominion.

REAL ESTATE BUSINESS.

REAL ESTATE changed hands in Richmond during the year 1889 to the value of \$2,513,115; during 1890, to the value of \$2,582,506; and during 1891, \$1,913,518; a total in three years of \$7,009,139. To make this grand aggregate, the number of transfers of large tracts of suburban property there were, contributed, perhaps, most; and it was by reason of these that the years 1889 and 1890 make so much better showing than 1891.

By these suburban extensions 4,000 acres of outside lands have been joined to Richmond, and between 2,000 and 3,000 to Manchester; in the latter city, four improvement syndicates have 1,000 acres in hand themselves. The additions made to Richmond cover a mile and a half or two miles radius, north, east and west; those to Manchester cover nearly as much area, but not so compact.

It is estimated that for the work of improvement necessary to make this acreage marketable, such as platting and grading, viaduct building, street railroad connections, and all that, \$750,000 has been spent in the three-year period to which we refer, and of this total Manchester is credited with \$250,000.

During this period, Lee District, in the West End of Richmond, was brought within the corporate bounds by annexation. It covers 280 acres, and has \$1,000,000 of taxable values. The NORTH-SIDE LAND COMPANY has added 175 acres more, lying just outside the northern limits, and has expended there upon its additions—Chestnut Hill and Highland Park—\$275,000, its \$85,000 iron viaduct, over the canyon of Bacon's Quarter Branch, inclusive. The BARTON HEIGHTS COMPANY has upbuilt similarly additions of Barton Heights and Brookland Park, contiguous to the North-Side Land Company's additions, has expended \$35,000 for its viaduct, and improved altogether 200 acres. The additions of JACKSON BRANDT and the LISBON LAND COMPANY, on the west, the SHERWOOD LAND COMPANY, northwest, and of CATLIN and others, northeast, form, with these north-side improvements, a pretty solid cordon of new city, equal almost to the ground covered by the city within the old charter lines.

In like manner a semi-circle of improvement is described about Manchester, on the opposite side from its river front, nearly, if not, indeed, as extensive as the city was before this work was begun. Of the 2,065 houses run up, more than 400 were built in Manchester; the new buildings in both cities have been raised most largely in these suburbs; the building and loan associations and installment building agencies are credited for their part with a big fraction of these improvements; these two cities have spent fully \$1,000,000 for street improvements, sewerage, etc., urban and suburban, in the three years past; the street railroad work has cost \$1,250,000; for the two viaducts we have mentioned, \$120,000 was expended, and if all the items could be arrived at, it is probable that the sum expended for Richmond and Manchester improvements since 1889 will aggregate nearer fifteen millions than the very conservative figure of twelve millions we have named. There is prospect, too, of far more important improvements ahead than those of the past: Major Ginter's Hermitage Road enterprise, which will likely outclass all other suburban settlements here in the matter of style and expense; and those of the various railroads already mentioned, the Richmond and Chesapeake tunnel, C. & O. depot, etc.

CONCERNING THE MARKET.

A BRISK market for real estate has advanced prices and enhanced values. This advance has been greatest, of course, in suburban property; yet it has been almost as striking in some inside

sales. Instances might be given of 200 per cent. increase in values, as shown by actual sales within the last five years. It is to be within bounds to say that the general advance in desirable parts of the city has been fully 50 per cent. in this time.

Notwithstanding this enhancement, property here, all things considered, is low-priced, especially so as compared with Memphis and other cities of Richmond's class, no more promising. The best price yet paid for business property (improvements not counted) was \$800 per front foot, and this was considered very reasonable. Property in the wholesale district generally commands, perhaps, \$200 per front foot average (without improvements), and runs from that price up to \$600 for Main street ground. Along Broad street, where the finest retail establishments are congregated, \$200 to \$500 per front foot would be considered a fair price.

Choice inside residence sites are worth from \$150 to \$300—the latter price along Franklin, Grace, and other fashionable streets; choice suburban residence property ranges from \$15 to \$50 a front foot, and the less desirable suburb (such as is usually occupied by the working class, fetches \$5 to \$20 a foot. Of manufacturing sites, with railroad facilities available, there are plenty to be had, though not in the heart of town. Suburban sites of this character are worth, perhaps, \$10; inside sites, perhaps, \$100 a front foot.

Manchester prices are very much less, of course, than these. The prices given are especially reasonable, considering the fact that improved property here, as a rule earns larger interest on the investment than in most of the Eastern cities. An agent here gives the expense for taxes, insurance, repairs, etc., at 4 per cent. for residence property, and 3 per cent. for business property, and contributes the following schedule of prevailing rents:

For a building of three or four stories, suitable for jobbing business or light manufactures, \$800 to \$1,500 per annum; for a retail store on Main street, in a good location, \$2,000 a year; for a ground-floor office, \$600 to \$1,000 a year, and long leases can generally be obtained. For an eight or ten-room house the rent might be \$500 to \$800 a year; a six-room house \$300; and a four-room house, perhaps, \$200. This, of course, in Richmond proper; in Manchester the charge would be very much less.

The growth of the city proceeds, as we have said, pretty evenly on all sides. The business quarter moves steadily westward along Main

street, and in that direction particularly along Broad street; the fashionable residence quarter likewise proceeds due West; but there are favorite localities also in the suburbs on other sides. The fourteen building and loan associations of the city operate largely in lands of the north and west; here, as everywhere else, they have been a very great aid to the thrifty poor. The most important of them are described further along in this chapter. The interest charged upon mortgage loans here is 6 per cent.; and about two-thirds of the market value of the security is loaned.

The advantage of investment in property here then, summed up, is: 1. It can be bought cheap. 2. It earns pretty good interest in rents. 3. Taxes and other charges are low—taxes particularly so, by contrast with the rate in other cities, both North and South. 4. It is enhancing in value fast, by reason of the growth of the city—doubling, in some parts inside in five or six years, quadrupling in the suburbs in the same time.

Street railroad facilities are pretty thoroughly provided. The water supply is good and ample; the public conveniences of pavements, sewers, street lights, parks, etc., are already provided—not, as in new cities, yet to be made—and all that is necessary is to extend them as the city grows. As a place of residence the city has manifold charms. Its climate is equable and pleasant; it is picturesquely situated; it has the social advantages peculiar to an old city, in which sort these things are cherished most; it has a good public school system; it is growing fast in a business way, steadily extending its tributaries, so that it offers as fair a field for business enterprise or employment as there is in the land.

The suburban lands contiguous to the city are owned by capitalists of the city and land companies mostly, holding them for development. Outside these, the farming country begins. The lands of the county of Henrico, although not, perhaps, so prolific as those of Hanover, adjoining, are very good, particularly so in the bottoms of the James. They are devoted to truck, dairy ing, fruits and grain for the most part. There are swamp lands along the Chickahominy, near the city, which can be got very cheap, and which would pay handsomely for reclamation.

Good farming land near the city is worth \$10 to \$20 an acre, unimproved, and \$20 to \$40, improved, according to situation and circumstances. There seems to be a great demand at present for the old estates along James river

below the city. Many large investments have been made in these lands, some by Northern capitalists, and some for colonization. On the south-side of the river, in Chesterfield and contiguous counties, there are coal and timber lands, and in Amelia, not far distant, mica and spar. These districts also are attracting the notice of non-residents desirous to invest.

THE REAL ESTATE AGENTS.

IN the following sketches, the principal real estate agencies of the city are mentioned, and

velopment for which the city had long waited. It has been an entirely successful undertaking also; its lands, despite the dullness prevailing for a long time throughout the country, having enhanced vastly in value.

The present paid-up capital stock of this company is about \$300,000. The annual sales of land have been something between \$30,000 and \$50,000. The lands held by the company, embracing about 25,000 feet frontage, in the western part of the city, directly in the path of the growth of the fashionable residence district, are



RESIDENCES, NORTH-SIDE LAND COMPANY'S ADDITION.

details are given of the improvements in which they have taken a part. There is description, also, of some of the more prosperous building and loan associations of the city, of which, as we have said, in matter preceding this, there are fourteen with stock subscriptions of \$15,000,000 and over, and a very numerous membership for the size of the place.

The WEST END LAND AND IMPROVEMENT COMPANY, a stock company of Richmond capitalists, organized in 1889, was the first to engage on a scale of any magnitude in that suburban de-

scheduled as worth \$475,000, or thereabouts. The total assets of the company are \$520,000.

These lands are being graded, and streets are being laid out through them, and considerable of what has been sold is already improved with residences of the finer sort. They are adjacent to the Soldiers' Home, and accessible by two electric car lines. They are also, in large part, drained and sewered. Some of the houses on this property were built by the company; it is not generally, however, its purpose to continue this policy. The lots are taken mainly by pur-

chasers who have the means to improve them themselves.

The leading spirits in this project are men of wealth and enterprise here. Major JAMES H. DOOLEY, attorney, as its president; JOSEPH BRYAN, prominent as both lawyer and property owner (proprietor of the *Richmond Times*, and president also of the Georgia Pacific Railroad), is treasurer; and the following merchants and business men are directors along with them: E. D. Christian, tobacconist, and president of the Richmond Paper Company; J. J. Montague,

time a work of suburban improvement highly creditable to the enterprise of the city. The capital stock authorized by its charter is \$1,000,000, of which \$150,000 is paid up. The company has expended on its own account, and in conjunction with the HIGHLAND PARK COMPANY (hereinafter described), fully \$275,000 in building houses, and upon an iron viaduct, an electric railroad, electric lights, streets, sewers and other betterments to the northern suburbs of the city. Their property consists, in all, of about 175 acres, the larger tract being known as "Chestnut



RESIDENCES, NORTH-SIDE LAND COMPANY'S ADDITION.

manufacturer of sash and blinds; M. Millhiser, wholesale dry goods man; John B. Purcell, wholesale druggist, and ex-president of the CHAMBER OF COMMERCE; and Thomas M. Ruthenford, tobacconist.

The secretary is Mr. GEORGE J. ROGERS, secretary also of other enterprises of similar character here. The office of the company is at 1103 East Main street.

The NORTH-SIDE LAND COMPANY, incorporated under the State laws of Virginia, was organized in June, 1889, and has accomplished since that

Hill," situated close to the northern boundary of the city. Upon this estate upwards of thirty-five detached residences have been built, ranging in price from \$1,500 to \$7,000, and a handsome Presbyterian church.

It is also, as we have said, interested in the Highland Park property, a company developing a large tract just north of Chestnut Hill, that has built during the past summer upwards of 15 houses and a fine Methodist church. The viaduct built by the two companies, to make their property accessible, extends over Bacon's Quarter

Branch and the Richmond Locomotive and Machine Works, at the northern end of Fifth street. It is 1,200 feet long, 40 feet wide, and 75 feet high,



JACKSON BRANDT, Real Estate Agent.

constructed of iron, by the Edgemoor Bridge Works of Wilmington, Del., at a cost of about \$85,000. The electric railroad is operated by the Richmond and Manchester Railway Company, whose cars run through the two properties.

This company has for its principals Messrs. J. M. FOURQUIREAN, N. V. RANDOLPH, and other well known citizens. Mr. Fourquirean is its president; he is also the senior member of the large dry goods house of Fourquirean, Price & Co. Mr. Randolph is a manufacturer interested in a number of important business enterprises here. The secretary and treasurer is Mr. W. H. DUNN, of the firm of Stokes & Dunn, Broad street. The directors are John S. Ellett, A. F. Mosby, P. A. Sublett, W. M. Cary, J. Temple and E. D. Price of Richmond, and R. W. Burke, of Staunton, Va.

JACKSON BRANDT & Co., real estate and insurance brokers of 1103 Main street, Merchants National Bank building, do an extraordinarily large business, that is to say, Mr. Brandt does, the "Co." of this firm being nominal only. An interior view of his office is on page 65.

Mr. Brandt has been established in this line for three years. He is a native of the city, formerly with Thomas Branch & Co., private

bankers, and afterwards with other capitalists here in a confidential capacity. He has been largely engaged in that recent development of suburban Richmond which has started the city on a new career of prosperity, and has distinguished himself by the part he has taken therein. He laid out the "Leonard Heights" addition to the West End two years ago, and has made a great success of it. He is now operating in the same vicinity with other additions just as desirable. The property out there is high and dry; it overlooks the whole west end of the city and the suburbs adjacent, has wide streets and avenues laid out through groves of original oak, and is in direct line of the westward march of the city.

Mr. Brandt is engaged also in the building of homes on the installment plan, and the loaning of money on mortgage. He handles city property of all kinds, and, incidentally, some farming lands. He acts as general real estate agent, with special attention to the investments of non-residents. He has correspondents in Washington, Baltimore, Philadelphia, London and Liverpool, and he has been the means of securing much of the plentiful capital in these cities for utilization here. He is a man of great vim and energy, and



JAMES H. CRENSHAW, Real Estate Agent.

is an extensive advertiser, and he keeps fully abreast of the times. He is a member of the Chamber of Commerce, trustee of the Ger-

man-American Banking and Building Company, director of the Virginia Mercantile and Safe Deposit Company, and of the Merchants and Planters Savings Bank also.

JAMES H. CRENSHAW, real estate broker and auctioneer, has been in that line here since 1888. He has made a specialty of, and has been doing a very good business in West End property. He has listed with him, however, all classes of city and suburban lands. He stands high in the business, and is considered a very trustworthy and enterprising man. His office is at 11 North Eleventh street.

and by medium of his own *Real Estate Review*, in the good work of advertising the growth of Richmond, and the progress made of late in development of the rare resources of the Old Dominion.

This *Real Estate Review* of his contains a list of property in city and country entrusted him to sell. Among those properties listed in it are tracts highly desirable for business and agricultural purposes, and just such as many in the North and West are seeking.

Mr. Staples has his place of business at 108 North Ninth street, Ford's Law Building, which is just across from the Capitol grounds. His



OFFICE OF JACKSON BRANDT & CO., REAL ESTATE AGENTS.

HENRY L. STAPLES & Co., real estate agents, is a firm name significant, to those acquainted in Richmond, of an agency of responsibility and standing. Mr. Staples, the head of this agency, is an old resident and business man, and has been one of the most enterprising men in his line. He organized the Homestead Land Company of Richmond in 1889, and conducted the venture to a successful conclusion. He was also principal promoter of the Buffalo Forge Syndicate, whose lands are rich in mineral, and are adjacent to Buena Vista, Rockbridge county. He has been indefatigable, by correspondence

office is within a stone's throw of those attractions, historical and monumental, which make the city a station for tourists and a resting place for the pilgrims traversing the hallowed soil of the Old Dominion. He takes pleasure in showing these attractions as well as the property he has for sale in the city and suburbs, and hospitably tenders his office to those visiting the city for either pleasure or investment, or both combined, as is often now the case.

J. B. ELAM & Co., general real estate agents and brokers, of 1113 East Main street, carry on the real estate business in all its branches, city

and country, suburban, rental and all; and do, besides, a special business as money and note brokers, loan agents and bankers. They are a leading establishment of that line. They collect rents for owners of property from something like 1,000 Richmond tenants.

They are experienced men in the business they follow. Mr. Elam was connected, as general manager, with the firm of Richardson & Co., established in 1866; succeeded that firm in 1881; and in 1883 the firm of W. H. Lyne & Co. was formed, with Mr. Elam as the "Co."

leading dealers in their line, they have been entrusted with an extensive list of desirable city, suburban and farming lands which they have peculiar facilities for showing and selling. This property listed with them embraces downtown business houses, improved and earning good income, manufacturing sites in the suburbs and in the business center, and residence property everywhere. They also have large sums of money at all times, which they can lend at very low rates on Richmond city real estate.

This firm has been established about three



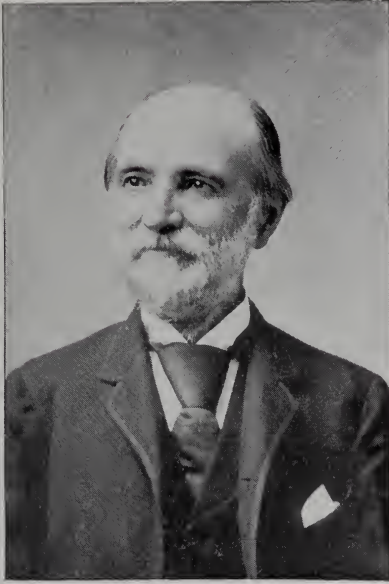
OFFICE OF DENOON, TUPPER & CO., REAL ESTATE AGENTS.

Mr. O. HERBERT FUNSTEN, his partner at present, was associated with the latter agency for several years. Mr. Elam has been a director of the CHAMBER OF COMMERCE, and is vice-president and a director of the German American Banking and Building Company of this city. Mr. Funsten is, likewise, vice-president and a director of the Co-operative Investment Company here.

DENOON, TUPPER & Co., real estate agents, auctioneers and brokers, at No. 821 Main street, have on their books about 800 pieces of property upon which they collect rentals for owners. As

years, but all three of its members had, however, much experience in the business prior to their partnership. Mr. CHARLES L. DENOON was of the firm of Poindexter & Denoon. Mr. T. TUPPER, Jr., was with his brother, Furman Tupper, and Mr. H. L. DENOON was also identified with it formerly, by his connection with the Richmond Perpetual Building, Loan and Trust Company of this city. He is now a director of the United Banking and Building Company, one of the most prosperous financial institutions of the city.

P. P. WINSTON & SON, real estate agents of 1117 East Main street, are largely interested in the realty line on their own account, but have



P. P. WINSTON, Real Estate Agent.

an extensive patronage as agents, as well. The family is of old Virginia stock, and the senior member of the firm was sheriff of Richmond before the war, and served in that capacity, or as deputy, for thirty-six years, a record which establishes the high opinion entertained of him as a faithful and efficient public officer. During the war he fought in the Confederate service, under General Lee, and was wounded at the battle of Sharpsburg.

LEWIS P. WINSTON, son of the senior member of the firm, was, like his father, subjected to the crucial test of public opinion, and retired from public office in July, 1890, to engage in the real estate business. He was sheriff of the city and deputy sheriff for twenty-two years.

The firm does not confine its operations strictly to realty, but, in accordance with the well-earned prestige its members have acquired, and the success attending honorable and well spent lives, also gives attention to loans and banking.

COBB & WINGFIELD, real estate agents and auctioneers, of 901 East Main street, is, although a recently established firm, one of the most prosperous of its line. Its principals are not without experience of the business. Mr. C. D. M. COBB, senior member of the firm, has been

prominent as a real estate agent here for the last three or four years, and Mr. WILLIAM WINGFIELD, junior member, was, until lately, in the tobacco trade.

Mr. Cobb came here from Wilmington, N. C., a few years ago, and at once embarked in business as a real estate agent. Mr. Wingfield is from Ashland, Va. Their partnership dates from June 1, 1892.

They have a choice list of suburban home sites, as well as acreage, on their books, and numerous fine farms and other country lands in this State and North Carolina; but they devote their attention especially to transactions in city property. Loans and rent collections are also a specialty with them. They are popular, enterprising, and thorough business men. Mr. Cobb's portrait is on this page.

THOMAS RUTHERFORD, engaged in the real estate business at No. 7 North Tenth street, makes a specialty of mica properties, in which class of investments he has become largely interested personally, as a result of his experience in prospecting for that mineral in Amelia and adjacent counties of this State.

Another specialty with him is the building of



C. D. M. COBB,

Of Cobb & Wingfield, Real Estate Agents.

suburban homes, for parties in moderate circumstances, at long time rates. He does also a city rental business and handles farming lands.

JAMES H. BARTON, real estate dealer of Barton Heights, and 819 East Main street, is notable as the promoter of the project known as BARTON HEIGHTS, an addition already pretty well settled upon, which is situated about one and-a-half miles north of the heart of the city, a distance which will soon be covered by a car line direct. An iron viaduct is now completed which crosses over Bacon's Quarter Branch and connects these Heights with First street, and thus renders it readily accessible.

More than 100 houses have already been built on this tract. These are occupied by an excellent class of residents. It has its churches, schools, electric lights, spring water, stores, and all other conveniences of the metropolitan district of Richmond, and is an important and flourishing settlement.

Mr. Barton, with whom this project originated, is considered here a very live man. He is from Little Rock, Ark., but has been resident and doing business here about three years. With him originated here largely the modern plan of suburban extension by improvements like this.

He has made elsewhere an extraordinary record in this particular. He built 400 houses in Little Rock, Ark., while there established, and 100 in Memphis, Penn., while he was operating in the same manner there. He has won distinction in his business here and has added materially to the wealth and prosperity of the city by this work at Barton Heights.

VIEW OF BARTON HEIGHTS, SHOWING THE VIADUCT LEADING TO IT.



He is, in short, indefatigable, yet a genial and affable gentleman, and he has acquired hosts of friends here. He is certainly on the high road to



F. H. PLUEMACHER, Real Estate Agent

splendid fortune, as the success of Barton Heights is already beyond the problematic stage.

THE BROOKLAND RAILWAY AND IMPROVEMENT COMPANY has an office at 819 Main street. It was organized under charter of the State Legislature in 1891, for the improvement of BARTON HEIGHTS and BROOKLAND PARK. JAMES H. BARTON is the president of the company, E. H. GAY, vice-president, and W. R. MILLER, secretary and treasurer. One of the improvements inaugurated by this company is the construction of a \$35,000 viaduct for the free use of all owners of property in the Heights or the Park. This is a fair illustration of the generous spirit and broad, liberal methods by which the management has been actuated. The officers of the company are all well and favorably known here. The president, Mr. Barton, is the founder and principal owner of BARTON HEIGHTS, and the vice-president is a partner in the prominent firm of Gay & Lorraine Co., coal dealers.

F. H. PLUEMACHER, real estate agent, of 6 North Ninth street, makes a specialty of the business of renting property and collecting the rents therefrom. His experience therein covers five years, although he did not engage in busi-

ness, on his own account, till 1892; prior to that time he was connected with H. L. Staples. His progress on his own account, has been rapid and his success extraordinary; he is now the secretary and leading spirit of the LISBON LAND COMPANY, which owns a tract of elegant property just west of the Soldiers Home, on the western outskirts of the city; and his list embraces, in addition to improved and unimproved property within the city limits, a large number of farms in different sections of the State. He is an expert business man, whose talents are generally recognized, and whose push and energy entitle him to, and secure him, be it said, special consideration on the part of the community, for whose benefit they are employed.

JOHN C. ROBERTSON, dealer in Southern mineral and timber lands, at 18 Times Building, is a native of Amelia county, this State, and for some years after the war was a lawyer of Manchester, across the river from the city. In 1871, he moved to Baltimore and established himself there in the land and mining business. He remained there, in business, until 1882, and during his stay in the Monumental City negotiated and consummated some very large deals. In 1889 he came to Richmond, attracted by its rapid growth, and interested himself in Manchester again.



JOHN C. ROBERTSON, Real Estate and Lands.

He was general manager of the SOUTH-SIDE LAND COMPANY, which was the means of pro-

moting that city's growth largely, and this business occupied him about two years; since that he has given his attention to the sale of large properties in the South, and to the promotion of important business enterprises.

His residence, "Brookside," Chesterfield county, fronting Forest Hill Park, in the West End of Manchester, is shown in an engraving on another page, and his portrait is an illustration of this text.

CABELL & WILSON, real estate and loans agents, of 5 North Tenth street, do a general real estate business. They handle largely all kind of property in city, suburbs and country, and are largely interested in some fine suburban addi-

among the early settlers of the Old Dominion. He came to Richmond from Prince Edward county, but has lived in the city many years, where, like his partner, he was engaged for some time in the tobacco business. Both are men of enterprise and ability, by the application of which they have succeeded in building up a good business. They are well informed on real estate values, and have some choice selections of property to offer investors.

E. A. CATLIN, general real estate and insurance agent, of 5 and 7 Eleventh street, is the president of the Security Savings Bank, located at 1107 E. Main street (elsewhere noticed herein), and is cashier of the Home Building Company, a



WEST-END RESIDENCE OF PETER H. MAYO, MANUFACTURER OF TOBACCO.

tions to the city, which they are improving and developing.

Mr. H. LANDON CABELL, of this firm, is the son of a physician, formerly prominent here, and grandson of a former governor of the State, and is of old Virginia stock. He has always lived in Richmond, and was, before this partnership of his, engaged in the tobacco business. He is cashier of the Peoples' Building and Loan Association, a prosperous local organization.

His partner, Mr. J. J. WILSON, is also a native of Virginia, and of a family numbered likewise

very successful institution of the city, whose name is significant of its purpose. He is the treasurer of the Mozart Association, the great musical organization of the city, and is prominent for his participation in movements looking to the advancement of the city, more especially that of the "Old Market Mission," which has accomplished wonders in the way of betterment and reform in a section of the city formerly given over to poverty and lawlessness, if not also to crime.

As a real estate man Mr. Catlin buys and

sells property at both public and private sale, collects rents for owners, negotiates loans, draws deeds, effects insurance, and builds and sells homes on monthly payments; performs all the functions, in short, of a real estate agent. At present he is making a specialty of the sale of lots at "Glen Echo Park," situated a mile and a half from the city, northeast on the Seven Pines suburban dummy road, which line is soon to be converted into an electric railway of the modern sort.

FRANK D. HILL & Co., real estate and loan agents, of 6 North Eleventh street, have been established in that line here for more than 20 years, and have a solid reputation acquired dur-

upon commission, negotiates loans, and trades, collects rents, etc. His list of bargains embraces both inside and suburban property, largely the latter, and country lands. He has choice sites to offer for manufacturing and business concerns at reasonable rates.

HARRISON & POWERS, real estate, insurance and loan agents, of 819 East Main street, have been nearly three years in business, and have illustrated their capacity for affairs by securing a patronage in that short while, larger than many of the older concerns of their line here. As real estate agents of no uncertain standing, they have been entrusted with rental as well as sale properties, and have a large and choice list of bar-



CITY RESIDENCE OF MAJOR LEWIS GINTER.

Of the Allen & Ginter Branch American Tobacco Company.

ing that time. Mr. Hill, principal in this agency, is a responsible and capable man, a property owner himself, thoroughly acquainted with the people of this part of the country, and with titles, prices and other matters pertaining to his line. He is a notary public, qualified to draw up papers, and is a member of the CHAMBER OF COMMERCE. He is also notable as a veteran of both the Richmond Howitzers and Fitz Lee's cavalry.

He pursues the real estate business in all its branches, buys and sells property of all kinds

gains to offer investors. They do considerable trading also on their own account, as well as on commission, and they handle city, suburban and country lands, chiefly, however, suburban, which class has been growing in demand for the past year or two. They are interested also largely in building and loan concerns.

As insurance agents they represent the following substantial companies: the North British and Mercantile, of London and Edinburgh, one of the solid companies of the world; the Continental, of New York, which has \$5,600,000 as-

sets and nearly \$3,000,000 reserve; and the United States Mutual Accident Insurance Company, of New York, one of the soundest of American Accident companies.

Messrs. Harrison and Powers are both Virginians by birth, and also by descent, and both had experience of the business they follow before they embarked in it on their own account; Mr. Harrison with Manning C. Staples, a leading real estate agent here, and Mr. Powers, incidentally, for several years while with one of the leading wholesale mercantile establishments of the city.

SUTTON & Co., real estate agents and auctioneers, of 1014 East Main street, are among the old-

ter devotes himself entirely to office work, while F. T. gives his attention to the outside business of the firm, such as auction sales, inspection of property, etc. Their rental-list is very large, and they handle a vast amount of both city and suburban property.

Both partners, although still in their youth then, fought for the "Lost Cause." They enlisted together in Stuart's Horse Artillery, and they served with an ardor that never flagged, until the Appomattox surrender. They are members of the CHAMBER OF COMMERCE, and thorough business men, experienced, competent and trustworthy in any transaction or scheme.



"LABURNUM," SUBURBAN RESIDENCE OF JOSEPH BRYAN,
Hermitage Road, near Richmond.

est, most prominent and most favorably known operators in the city. They have been established since 1879. Mr. F. T. SUTTON's experience in this line, indeed, antedates the establishment of his firm, for he was previously connected with the office of the late Robert B. Lyne, so that his information concerning property and values is at once extensive and practical.

He is director in the Old Dominion Building and Loan Association, and is, like his partner, Mr. C. H. SUTTON, a native of Richmond. The lat-

JOHN T. GODDIN, real estate agent and auctioneer, corner of Bank and Eleventh streets, is a native of Richmond and a descendant of one of the oldest Virginia families. His father, Wellington Goddin, established the business now managed by the son half a century ago. John T. was associated with him from 1869, and upon his death in 1886, continued the business in own name.

As a result of his wide acquaintance and the esteem in which he is held, a large list of desira-

ble properties is to be found on his books always; and the care and caution with which he is known to attend to the interests of his patrons, have, in connection with his long experience, enabled him to build up a very large and lucrative business. He sells property publicly and privately, negotiates loans and gives special attention to rentals.

STEVENS & Co., real estate agents, of 9 North Eleventh street, make a specialty of rent collections. In the realty line proper, they bestow a large measure of their attention upon improved and unimproved city property, but do not entirely neglect the business also in farming lands. They are also conveyancers, and prepare deeds of all kinds, and being notaries, take the acknowledgements of the parties concerned in transactions through their agency; conveniences and facilities which secure them a large patronage of themselves.

This firm was established in 1890. Its members are A. J. STEVENS and C. B. FITZWILSON. The former was, at one time, travelling salesman for Gresham, Brown & Co., wholesale woodenware dealers, and thus became well and favorably known hereabouts. He was also, prior to this, a member of the firm of Stevens Brothers, grocers and wood and coal dealers for nine years, so that he had a previous business experience of eighteen years before joining the ranks of the real estate men. Mr. Fitzwilson is from New York, and has been in the city two years.

In addition to their real estate business, this firm also has the agency for the CLEVELAND FENCE COMPANY, of Indianapolis, and the STYRON FENCE COMPANY, of Norfolk, Va. These agen-

THE CHESAPEAKE AND OHIO LAND AND IMPROVEMENT COMPANY was organized in 1890 to secure, improve, and dispose of a tract of villa



M. E. BRADLEY,

Secretary National Building and Investment Association.

sites, suitable for country homes, situated seven miles out of the city, to the north, at ATLEE, on the Chesapeake and Ohio Railroad, by officers of that company; hence the name. It has \$25,000 capital, and has acquired a tract of 900 acres, which it is holding as an investment.

Decatur Axtell, president of this Land Company, is vice-president of the Chesapeake and Ohio road; C. E. Wellford, secretary, is secretary of that road; and T. O. Barbour, the land company's treasurer, is treasurer also of the Chesapeake and Ohio.

Allusion has been made already herein to the other works of improvement and development undertaken here by this railroad company; to its canal and water rights, its projected new depot and office building, etc.; and in later chapters (that on transportation especially) other of its interests are treated at length.



STEVENS & CO., REAL ESTATE AGENTS.
Agents also for the Cleveland Iron Fence Company.

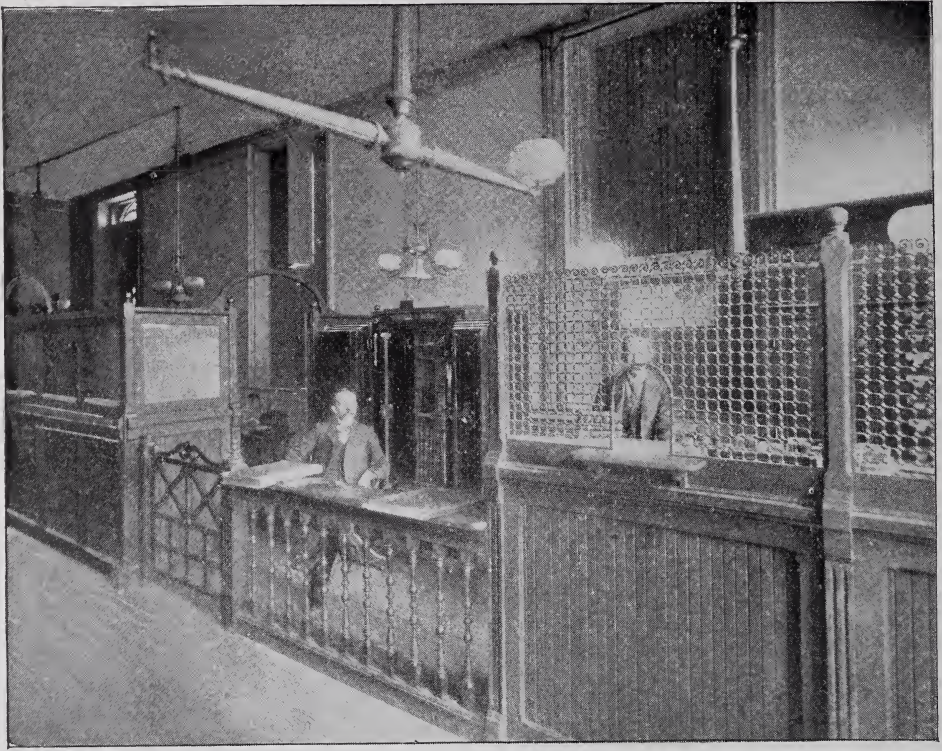
cies have only been acquired recently, but the firm is making special efforts to establish a trade, and has already secured a good business.

BOSWELL & HARMAN, real estate and loan agents, 8 North Tenth street, occupy a position of prominence in Richmond real estate and business circles. Mr. J. I. BOSWELL, JR., of the firm, is of Mecklenburg county, and was educated as a druggist. He was associated in that line for several years with the well known firm of POLK MILLER & Co., but finally abandoned it for the more attractive and congenial field of real estate. He is at present a director and trustee of the Richmond Building and Loan Association.

Mr. A. C. HARMAN hails originally from Staunton, but has lived in Richmond for nine

MANCHESTER IN A WORD.

A LESSER Richmond there is on the banks of the James *vis a vis* of the greater, the city of MANCHESTER, Chesterfield county, of 12,000 population, thrifty and growing industries, commercial and manufacturing, lively real estate market, and building business, and promising future. And although to the outside world there is only one city here, the trade center Richmond embracing the two, it would hardly be fair to pass over the smaller in silence, or even to give to the larger the credit entire for what is in fact the progress of both.



OFFICES OF BOSWELL & HARMAN. REAL ESTATE AGENTS.

years. Prior to his partnership with Mr. Boswell he occupied a position in the railroad ticket office of A. W. Garber, and there formed an extensive and serviceable acquaintance.

A half-tone photo engraving accompanying their matter, on this page, reproduces faithfully the appearance of the interior of their offices. They have quarters in the business center, and all the conveniences necessary for the transaction of the extensive business their enterprise has upbuilt.

Manchester is on the South side of the James. Its seat is as hilly as Richmond's, but with a gentler slope to the stream, along which, for about 3,000 feet in front of it, the water power is utilized by a number of large factories. It is an old settlement, but as a body corporate less than 20 years of age. Until lately it presented the straggling appearance of any country town, with one main street (Hull street), into which the country roads converged, and with no particular topographic plan.

The awakening came to it, as with Richmond, when rapid transit was provided, and investments began to be made in its outside lands by improvement syndicates and others. That was only two or three years ago, and the Manchester before that, a Manchester metamorphosed, transmogrified and transformed. The old rural appearance of things is gone. Hull street is surprisingly smartened. New buildings have been run up on every hand; stores, factories, cosy, and, some of them, costly homes, churches, halls; and, among other land-marks, the tall stacks of an electric-lighting station and a water tower; all which manifest the change that has come over the spirit of the place, for Manchester is regarded now, and rightly, one of the most enterprising municipalities of the State.

Counting those of its suburbs lying outside of the city lines it has had a growth in population, in the last twelve years, of 130 per cent. Its tax valuations are \$2,250,000, and if the non-taxable church property and manufacturing concerns, which are exempted, were included, that total would be \$5,000,000 at least. Its tax rate is \$1.40 on the hundred, 20 cents of which goes for schools. Its debt is \$290,000. It costs about \$40,000 a year (schools included) to run it. About \$7,000 of this is, usually, spent on the streets.

During the last three years \$500,000 worth of real estate in the city and its outskirts changed hands. In 1890 alone \$265,000 worth was transferred. During these same years, 497 houses were built at an expense of \$399,115, and \$250,000 more was put into street railways. The authorities, in touch with this progress, have expended \$125,000 in the improvement of roadways, walks, etc., in grading and other public work during the last two years, and \$75,000 is appropriated for a Waring sewer system of nine miles length, which has been all mapped out.

The two public schools of the city are new. They cost \$40,000. The enrollment in the one for whites is 620; in the colored school 470, a total of 1,090. The water works of the city are also new. They are owned by a private corporation, but the city has an option on them. They cost \$130,000, and are of capacity for a city twice Manchester's size. There are two street railway companies, operating three lines, all of them electric, over about five miles of streets, with double track. FOREST HILL PARK, the pleasure ground of the city, is owned by one of these, but is permanently dedicated to public use. A new race track has just been laid out

also on the Manchester side, or rather an old one, the "Broadrock," restored. The city supports two local building and loan associations, and affords considerable business to others outside. It has one bank, the Mechanics and Merchants, of \$45,000 capital, and \$170,000 total resources.

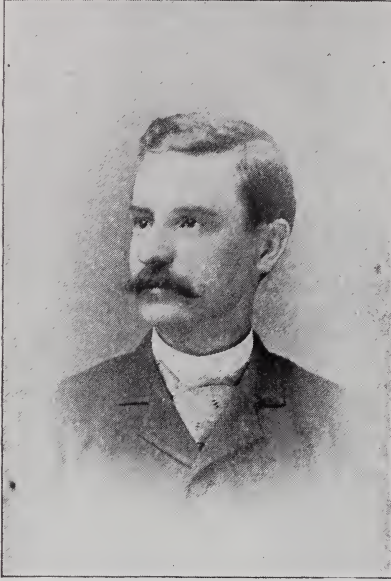
Its trade is derived chiefly from the quarrying, mining and farming country at its back. This trade is large. It supports, along with the local patronage, no less than 113 business concerns. The city originally owned the water power and canal on its side of the river, but while in financial straits some years ago, sold its interest therein to the Richmond & Alleghany railroad, now the James River Division of the Chesapeake & Ohio. It is doubtful, however, if it has suffered any serious loss by this course. There are, utilizing this power, a large iron works, a flour and a grist mill, two cotton mills, and the Richmond and Petersburg, and Richmond and Danville railroad shops. The factories of Manchester furnish employment to 1,854 hands. The largest works are the Danville Railroad shops, employing 650; the Manchester Tobacco Company, 175; the Old Dominion Cotton Mill, 170; the Marshall Cotton Mill, 142; the Petersburg Railroad shops, 106; and the Standard Spike Company, 104; and it has a large fertilizer works, a furniture factory, a tannery, a canning works, a twine mill, and five large brick-yards besides.

The additions to Manchester by suburban improvement have been made chiefly on the West, but somewhat also to the South. The Western extension adds about one and a half miles to the town; the Southern perhaps a half mile. At least forty fine residences have been built in the Marks Addition of the Richmond and Manchester Land Company in the last two years, and fully twenty near Forest Hill Park. Of buildings put up in the last few years, the finest are, perhaps, the Leader Building, the Bank Block, Toney's Hall, Lipscomb's Block, and the Masonic Temple; of residences, those of W. L. Moody and John E. Utz. Many of the lately built residences are of brick and finished in modern style.

Chesterfield county has no great distinction as an agricultural district. The farming, near Manchester, is mostly trucking. The wealth of the county is in her granite beds lying along James river, her coal beds, ten or twelve miles from Manchester, now being extensively worked by Northern and English capital, and her pine timber. The investments that have been made of late in these all naturally contribute to the upbuilding and importance of Manchester.

MANCHESTER AGENCIES.

A. J. BRADLEY & Co., real estate and insurance agents, of 1004 Hull street, MANCHESTER (A. J. Bradley, sole principal), handle Manches-



A. J. BRADLEY, of Manchester.

ter suburban property entirely. Mr. Bradley is a leading dealer in land over the river, and is doing a thriving business. He is secretary and treasurer of the Forest Hill Park Land Company, agent for the South-Side Land and Improvement Company, and a director in the Richmond and Manchester Land Company. He has been in the business for the last four years there, and has made a success of it; is responsible, enterprising, and popular in the community of Manchester and Chesterfield county, of which he is a leading spirit.

A. L. ADAMSON, real estate agent, of 911 Hull street, MANCHESTER, is a leading dealer of his line on that side of the river, and a man of wealth and influence, largely interested in important Manchester projects. He is president of the Mechanics and Merchants Bank of Manchester, vice-president of the Richmond and Manchester Land Company, secretary and treasurer of the West Manchester Land Company, and secretary of the Mason Park Land Company besides.

He also represents several insurance companies in Manchester and Chesterfield county, among others, the Liverpool and London and Globe, the Continental Insurance Company of New York, and the Virginia State and Virginia Fire and Marine Insurance Companies of Richmond.

AUGUSTINE ROYALL & Co., of 19 Tenth street (the "Leader Building"), MANCHESTER, are very large dealers in both city and country property, and are the representatives of the Union Banking and Building Company, across the river. They are also engaged in business as underwriters, representing the Phoenix Insurance Company of London, Home Insurance Company of New York, Hamburg and Bremen Insurance Company of Germany, and the Fidelity and Casualty Insurance Company of New York.

As real estate agents they negotiate loans also, and as notaries public, prepare deeds. They are both directors in the Mechanics and Merchants Bank of Manchester, and they are actively identified with all the later movements, landed and developmental especially, of that lively burg.

Mr. Royall has been in this line in Manchester and in Richmond for the last twenty years. His partner, Mr. G. E. GARY, was formerly in the tobacco trade, but has been in partnership with Mr. Royall for the last three years.



THE ADAMSON BLOCK, MANCHESTER.
Containing Post Office, Manchester Bank and Real Estate Office of A. L. Adamson.

Their specialty is the auctioneering of both real estate and personal property. To it they devote a great deal of time and attention.

THE RICHMOND AND MANCHESTER LAND COMPANY, which has an office in MANCHESTER in the Merchants and Planters Savings Bank building, and also one in Richmond at No. 5 North Tenth street, was organized two years ago, and has a paid in capital of \$80,000. It owns a tract of 76 acres of high and naturally beautiful land, lying four squares from the eastern limits of the city of Manchester. The company has improved its property considerably by the laying out of streets, tree planting, drainage, etc. Many parties have chosen this beautiful spot as a place for their homes, and handsome residences are springing up all over the property. The lots are still selling rapidly, which fact attests the attractions of the company's lands. The system of electric railway which traverses the cities of Manchester and Richmond, runs within two squares of the property, and a ride of fifteen minutes carries its residents into the very heart of the business center of Richmond.

Prominent business men of both cities are interested in and connected with the company. Mr. R. C. MORRIS, of R. C. Morton & Co., tobacco commission merchants, is the president; A. L. ADAMSON, a prominent real estate man of Man-

tary; and JOHN H. MONTAGUE, the president of the Merchants and Planters Saving Bank of Richmond, the treasurer.



THE LEADER BUILDING, MANCHESTER,

A. J. Bradley, Owner. Occupied by him and by the Daily "Leader,"
B. P. Owen, Editor.

The directors are the above named officers and the following well known gentlemen: A. B. Guigon, lawyer; C. W. Tanner, oil merchant;



HOUSES IN THE RICHMOND AND MANCHESTER LAND COMPANY'S ADDITION TO MANCHESTER.

chester, vice-president; H. L. CABELL, of Cabell & Wilson, real estate agents of Richmond, secre-

T. A. Cary, general agent of the Northwestern Life Insurance Company; J. L. Robertson, mer-

chant; W. C. Bentley, tobacconist; Charles Davenport, wholesale grocer; E. R. Archer, of the Tredegar Iron Works; A. J. Bradley, real estate; N. W. Nelson, capitalist; L. P. Winston, real estate; C. P. Lathrop, coal merchant.

BUILDING AND LOAN COMPANIES.

The UNITED BANKING AND BUILDING COMPANY, of Richmond, is a savings and building and loan association of \$20,000,000 authorized capital, of which \$1,500,000 is subscribed. It was organized in January, 1890, and in the past year has added about \$500,000 of subscriptions to its stock. It had on January 1st, 1892, when a statement was rendered by it, total assets of \$215,210, of which, \$207,600 were first mortgages on real estate. Its surplus at that same time was

sale grocers, and Stephen Putney & Co., wholesale boots and shoes, is its president; WILLIAM J. JOHNSON, president of the citizens bank, vice-president; SAMUEL S. ELAM, secretary and treasurer; and W. C. PRESTON, general attorney.

The directors are: Messrs. Blair and Johnson, Adolphus Blair, of Adolphus Blair & Sons, wholesale grocers, William Ryan, president of the *State* newspaper company, and H. L. Denoon, of Denoon, Tupper & Co., real estate agents.

The OLD DOMINION BUILDING AND LOAN ASSOCIATION, 1115 Main street, was organized in January, 1890. Its organization was inspired by the fact that, up to that time, at least \$1,000,000 had been withdrawn from the State by foreign associations loaning upon mortgage security here, and that this sum might be partially



THE MARKS HOMESTEAD.

Richmond and Manchester Land Company's Property, Manchester.

but little less than \$20,000. Under its charter it has the right to do business in the larger towns of Virginia and North Carolina, and it has branches established in a number of these, which contribute largely to its business.

Its plan of operation is very like that of the other solid building and loan associations of the country. Its special advantage lies in the solidity of its management, which is in the hands of business men of the city—men whose success in their own private undertaking is a guarantee for anything with which they may be identified.

LEWIS H. BLAIR, of Harvey, Blair & Co., whole-

recovered by home organizations—the drain, at least, closed by which this state of affairs was rendered possible.

The hopes of those who fathered this project have been completely realized. The association started with an authorized capital of \$2,000,000, which was thought to be ample, but in the short space of four months the entire amount was taken and an increased capital became imperative. The limit was, therefore, extended, and within a year the capital reached the handsome sum of \$3,000,000, and continues to increase steadily. The paid up capital is \$600,000; the authorized capital \$20,000,000. The Old Dominion Asso-

ciation has a responsible and capable management. HON. J. TAYLOR ELLYSON, mayor of the city of Richmond, is its president; NORMAN V. RANDOLPH, of the Randolph Paper Box Company, and president of the Virginia State Insurance company, and one of the members of the firm of J. W. Randolph & Co., wholesale book-sellers, vice-president; CARLTON MCCARTHY, secretary, treasurer and manager; B. RAND WELLFORD, attorney.

The directors are: Messrs. Ellyson and Randolph, J. B. Purcell, ex-president of the CHAMBER OF COMMERCE, and one of the firm of Purcell, Ladd & Co., wholesale druggists, John S. Ellett, of Wingo, Ellett & Crump, wholesale shoes, and president also of the State Bank of Virginia, and F. T. Sutton, of Sutton & Co., real estate agents. The depository of the association is the State Bank of Virginia.

The business of this association is the well-tried building fund plan, pure and simple, without any of the questionable attachments of insurance, banking or speculation.

It aims to do two things, viz: to receive small sums contributed by its members, and to loan these sums as they are aggregated to a limited number of borrowers; these loans to be secured by first mortgage upon real estate worth an average of twice the amount of the loan.

The NATIONAL BUILDING AND INVESTMENT ASSOCIATION, of Virginia, 909 Bank street, began business July 1st, 1890. Of its \$1,000,000 authorized capital, \$750,000 is subscribed, and it has disposed of about 3,600 shares, the par value of which is \$200 since it began. It has loaned about \$170,000 in the same time.

This company has agencies in all the principal towns and cities of the State. It is managed by business men of ability and experience. A. PIZZINI, JR., one of the directors of the Mer-

chants National Bank, and formerly president of the Electric Street Railway and Light Company here, is its president. J. W. KATES, general superintendent of the Mackay-Bennett Postal Telegraph Cable Company here, vice-president; W. B. PIZZINI, a son of the president, treasurer; and M. E. BRADLEY, formerly engaged in the same line and in banking in Chicago, its secretary and general manager.

The directors are these gentlemen: W. H. Scott, wholesale druggist; John Chamblin, of Chamblin, Delaney & Scott, iron founders; J. P. Dashiell, of Thomas Potts & Co., wholesale grocers; C. B. Habliston, wholesale furniture dealer; Colonel John Murphy, proprietor of Murphy's Hotel; F. W. Cunningham, city col-



PRESIDENT'S OFFICE NATIONAL BUILDING AND INVESTMENT ASSOCIATION.

lector; A. G. Babcock, capitalist; and James L. Robertson, of DuVal & Robertson, lumber dealers, Manchester.

The LINCOLN NATIONAL BUILDING AND LOAN ASSOCIATION, of No. 1 North Tenth street, is organized under the laws of Virginia, with an authorized capital of \$2,000,000. It is the first and only national association out of 6,300 building and loan associations now operating in the United States (and a very large number of them doing business in the South), so organized and managed as to give the colored people exclusive rights to all loans. Still 75 per cent. of its investment stock is carried by white people, both of the North and South.

It has for its management business and professional white men of this city, who are brought into contact with the colored people daily, and are familiar with their condition. This management is as follows; OTIS H. RUSSELL, postmaster of Richmond (mention of whom is elsewhere made), president; D. R. WILSON, also of Richmond, vice-president; Hon. B. C. COOK, formerly collector of customs here, secretary and treasurer; J. A. PATTEE, assistant secretary and general manager; General EDGAR ALLEN, of the attorney general's office, Washington, D. C., trustee; Dr. I. J. HAWKES, director; and Hon. EDMUND WADDILL, JR., general attorney. Its depositories are the State Bank of Virginia, of this city, and the Lincoln National Bank, of Washington, D. C.

Its stock is divided into shares of \$50 each, payable in monthly installments. Investment shares are 50 cents the first month, and 30 cents thereafter; investment loan shares, just double that; paid up stock is \$25 a share in advance, and it draws 6 per cent. per annum. Fully paid up certificate shares, bearing 7 per cent. interest, are \$50. This stock is all secured by first mortgage on real estate.

The Lincoln is already thoroughly established and in prosperous condition. It is doing an excellent work, and is highly commended as a project of genuine philanthropy toward the colored people, which should be, at the same time, if properly managed, a medium of profit to all engaged in it.

In its plan and aims it differs little from building associations generally, except that it is more liberal than the generality of them toward the class which it is proposed to make its principal beneficiaries. It is especially intended to enable that class to acquire homes at a monthly cost no greater than the rental of the property acquired by them would be. It has achieved already a large measure of success, and promises to be all it was intended.



SECRETARY'S OFFICE NATIONAL BUILDING AND INVESTMENT ASSOCIATION.

IMPROVEMENTS TABULATED.

Real Estate Transfers, three years . . .	\$ 7,009,139
New Buildings, three years, (2,065)	3,000,000
Public Works, same time, Paving, Sewering, Grading, etc.	1,000,000
Public Works, other than Municipal, Railroad, Viaducts, etc.	1,000,000
Total Expenditures Real Estate and Improvements	\$12,009,139
Suburban Extension—7,000 acres	11 sq. miles

Manchester's share :	
Real Estate Transfers	\$500,000
New Buildings	400,000
Public Improvements	150,000
Railroads, etc.	350,000
Total,	\$1,400,000
Acreage Improved	3,000
Miles Street Railway, both cities . . .	54
Miles Electric Street Railway	31
Building and Loan Associations	14
Capital Stock of	\$15,000,000

BANKING AND INSURANCE BUSINESS.



RICHMOND has twenty-one banks: four of these with a national charter, and ten operating under the State laws; of the twenty-one, eight are savings banks; three are trust companies; five are private banks; and one is in Manchester.

The total capital and surplus and undivided profits of the incorporated banks of the city, January 1, 1893, the figures for private banks not being available, were \$6,040,056.

The total deposits with these financial corporations at the same date were \$11,150,000. Their total loans and discounts, same date, were \$12,520,000. Their total resources were \$17,900,000.

This statement shows an increase during the twelve months preceding that date of \$1,162,394 capital; \$1,550,000 deposits; \$1,780,000 loans and discounts; and \$2,850,000 total resources.

The total bank clearances of the city during 1889 were \$108,469,791; during 1890, \$111,207,943; during 1891, \$119,740,556; and during 1892, \$127,418,966.

This record shows an increase of \$18,949,175 in 1892 over 1889, in clearings; and \$7,678,410 during 1892 alone.

The estimate of the total capital employed in banking operations in the city, public and private, is \$6,500,000.

The estimate of real estate loans, made entirely by the savings banks, trust companies, and by individuals, either personally or through the regular real estate agencies, is \$1,750,000 annually. The aggregate savings deposits are \$1,525,000.

The ruling rate of discount, commercial loans is 6 to 8 per cent.; of interest on mortgage loans, 6 per cent.; and in making the latter, the security must be a third greater in value, at least, than the loan. The usual rate of New York exchange selling is one-tenth of one per cent.

The total insurance business, fire and life, of the city, is, in premiums, \$1,318,812 annually. This statement covers the business, fire, life and accident, of both the local companies and agencies, city and State.

The grand financial aggregate for Richmond is largely swollen by the following very considerable items: 1. State disbursements of about

\$3,000,000 a year. 2. City and county disbursements of \$2,750,000 a year. 3. Postal transactions of \$2,000,000 in money-orders, paid and sold, and in stamps and other receipts. 4. Internal revenue collections of \$1,500,000 a year; customs and other Federal disbursements of \$600,000 a year. The total of all which business is \$9,850,000 a year.

The four National banks of the city are the Planters National, the First National, the National Bank of Virginia, and the Merchants National. They have half of the banking capital, and do more than that proportion of the total banking business of the city.

The State banks doing a commercial business exclusively are the State Bank of Virginia, the City Bank and the Citizens of Richmond.

The savings banks are the Security Savings, the Union Bank, the Merchants and Planters Savings, and the Savings Bank of Richmond.

The Mechanics and Merchants of Manchester does both a commercial and savings business.

The three trust companies, the Virginia Safe Deposit and Fidelity Company, the Virginia Safe Deposit and Mercantile Company, and the Perpetual Building Loan and Trust Company, do a savings business also.

The six private banks are those of John L. Williams & Son, Thomas Branch & Co., C. W. Branch & Co., R. W. Maury, Lancaster & Lucke, and W. L. Waring & Co.

Of the twenty-one banks the Security Savings Bank of Richmond and Manchester Bank and two of the trust companies are of recent foundation, that is to say, within the last three years. The others are all institutions of many year's establishment.

The Richmond Clearing House is under the management of an association of seven of the banks of the city, with Major W. J. JOHNSON as president, and J. W. SINTON, secretary.

The bankers doing a brokerage business are organized as a STOCK EXCHANGE, with JOHN L. WILLIAMS as president, and R. W. MAURY as secretary.

THE BANKS DESCRIBED.

The following sketches give some further details concerning these Richmond banks:

The PLANTERS NATIONAL BANK of Richmond exemplifies, in its last statement, rendered in accordance with the law regulating National banks,

available for this matter, the financial strength of the community. It had, according to that statement, total resources of \$3,285,372, of which \$2,268,397 were loans and discounts. Its cash items aggregated at the same time \$334,177. The deposits with it, of all kinds, were \$2,311,838, and it had, in addition to its paid up capital stock of \$300,000 and its surplus fund of \$600,000, undivided profits of \$13,533.

The president of the Planters National Bank is J. B. PACE, whose fortune was acquired in tobacco manufacture, and whose interest in railroads, financial and other large ventures in this part of the country, make him one of the wealthiest residents of the South. The cashier is RICHARD H. SMITH, who succeeds Mr. M. S. Quarles, now connected with the new Safe Deposit Company here.

The directors are: Messrs. J. B. Pace; J. J. Montague, dealer in sash, blind, lumber, etc.; W. J. Westwood, brick manufacturer; T. W. Pemberton, capitalist; and Morton B. Rosenbaum, of M. Rosenbaum & Co., wholesale dry goods.

These are names that, to those acquainted with this community, are a guarantee for any enterprise with which they may be connected. The Planters National Bank was organized in 1868. It began with a capital of \$300,000, and

while it has been accumulating its extraordinary surplus, it has still returned a regular annual dividend of 8 per cent. to its stockholders, which rate is now, at length, increased to 10 per cent. The Planters, in fact, has been one of the most successful banks in the land.

It has an extensive correspondence. Bills of exchange are drawn by it and business done with the following banks in the larger cities:

The First National Bank, Baltimore, Md.; Bank of North America, Philadelphia, Pa.; Mechanics National, National Park Bank, and Bank of America, in New York, and others. Besides these, it has for correspondents about 150 banks in the territory tributary to the city.

This bank has now in course of construction a new brown-stone and pressed brick building, which it will occupy when it is completed. This building occupies the site of its old one, corner of Twelfth and Main streets. It is in the style known in architecture as the revised Romanesque; its superstructure is of buff brick, with stone trimmings to match, and its interior, as prepared for the bank itself, is one great hall. The estimate of its cost, complete, is \$100,000.



THE CANNONEER.

Figure of the new Howitzers' Monument.

Designed by W. L. Shepard.

The half-tone engraving of this bank, illustrating page 8 of this book, is made from the accepted architect's design.

THE FIRST NATIONAL BANK OF RICHMOND, the leading bank in Virginia in capital, surplus, deposits, total resources, and other indications of prosperity and solidity, is also one of the oldest banks of the State. It was established in 1865, and two years later was consolidated with the National Exchange Bank, under its national charter. It is a State and city depository. It has, perhaps, the most substantial business men of the city for its directors, and in the remarkable business done by it, is an evidence itself of the wealth and commercial importance of Richmond.

By its statement of July 1st, 1892, it had, in addition to its capital stock of \$600,000 (paid up), \$400,000 surplus, and a contingent fund of \$50,000. The deposits with it, at that same time, aggregated \$2,000,000, an amount showing the extent to which it furnished the sinews of trade to the community. At the same time its aggregate resources were \$3,000,000 and upward, of which \$2,250,000 were loans and discounts; \$75,000 United States bonds and other securities; \$20,000 the value of its bank premises; and \$655,000 its cash on hand and bank balances.

For twenty-four years Isaac Davenport, Jr., of Davenport & Morris, wholesale grocers, and of other enterprises here, was its president, and under his management it grew steadily with the growth of the community, and became representative, in a very large measure, of the financial enterprise of the city. Mr. Davenport retired in April, 1891, and Mr. A. L. BOULWARE, of the law firm of Williams & Boulware, succeeded him. Mr. Boulware has displayed most excellent qualifications for this responsible station, and under him the bank has continued to make a substantial advance. The cashier, H. C. BURNETT, has been with the bank for twenty-seven years—for ten years as cashier.

The directors are as follows: J. B. Purcell, of Purcell, Ladd & Co., wholesale druggists; T. M. Rutherford, retired tobaccoist; H. T. Whitcomb, civil engineer; Israel Stern, of Stern & Co., wholesale shoe dealers; L. Levy, commission merchant; R. L. Brown, of Brown, Davis & Atkins, wholesale grocers; Junius A. Morris,

of Davenport & Morris, wholesale grocers; Captain G. W. Allen, agent of the Old Dominion Steamship Company; Byrd Warwick, of Warwick Bros., tobaccoists' supplies; W. T. Yarbrough, manufacturer of tobacco; James Miller, president of the Union Bank of Richmond; and G. A. Davenport, of Davenport & Co., insurance agents.

Following are the correspondents of the First National in the principal financial centers: The Bank of New York (N. B. A.), N. Y.; American Exchange National Bank, Chicago; Merchants



FIRST NATIONAL BANK BUILDING.

National Bank, Baltimore; and Brown, Shipley & Co., London, England.

THE STATE BANK OF VIRGINIA is now in the twenty-third year of its organization, and is one of the most substantial and conservative of the banks of the city. At the close of business September 30th, 1892, it had total resources of \$2,398,792, of which \$1,944,346 (nearly \$2,000,000) was loans and discounts. Among other assets it had a banking house valued at \$76,116.

Its capital stock of \$500,000 is all paid in, and it had, besides, at the time of the statement just referred to, a surplus fund and undivided profits of \$273,670. of which \$225,000 was surplus. The individual deposits with it then were upwards of \$1,500,000. It has a large exchange and collection business.

JOHN S. ELLETT, of the Wingo, Ellett & Crump Shoe Co., is its president, and WM. M. HILL,

liam D. Gibson, commission merchant; A. G. Babcock, capitalist; William E. Tanner; Alexander Cameron, of Alexander Cameron & Brother, tobacco manufacturers; Peter H. Mayo, of P. H. Mayo & Brother (incorporated), tobacco manufacturers also; John Tyler, of the Richmond Transfer Co.; Joseph M. Fourqurean of Fourqurean, Price & Co., dry goods; W. Miles Cary, of Sublett & Cary, commission merchants;

T. C. Williams, Jr., vice-president of the T. C. Williams Co., tobacco manufacturers; and Granville G. Valentine, of Valentines' Meat Juice Works.

The MERCHANTS NATIONAL BANK of Richmond was organized in 1870. It is a United States, State and city depository, and is one of the most substantial banks in the State in respect of resources and business.

Its president, JOHN P. BRANCH, was one of its founders, and is a member of the firm of THOMAS BRANCH & Co., private bankers of this city. Mr. F. R. SCOTT, vice-president, is president of the Richmond and Petersburg Railroad Company, president also of the Petersburg Savings and Insurance Company, and has been identified with this bank from its inception. The cashier, Mr. JOHN F. GLENN, has had twenty-five years' experience of the business.

Its directors are Messrs. John P. Branch, Frederick R. Scott, Frederick W. Scott and John K. Branch of Thomas Branch & Co., bankers; R. C. Mor-



MERCHANTS NATIONAL BANK BUILDING.

cashier. Mr. Ellett is a merchant of prominence, and a man of large property interests. He is an active member of the CHAMBER OF COMMERCE. Mr. Hill has had thirty years' experience as a bank officer. The directors are all men notable in the business community. These gentlemen, besides Mr. Ellett, are: Wil-

ton, leaf tobacco dealer; Thomas Potts, wholesale grocer; R. G. Cabell, Jr., druggist; J. L. Shackelford, assistant State auditor; C. S. Stringfellow, lawyer; Colonel A. S. Buford, railroad promoter and capitalist, and A. Pizzini, Jr., president of the National Building and Investment Association (already described herein)

and assistant manager of the Richmond Electric Railway Company.

The capital stock of the Merchants is \$200,000. It is all paid up. Its surplus and undivided profits at the time a statement made by it was last available, July 1st, 1892, were \$193,758. The deposits with it at that same time aggregated \$1,678,108. It had then also of total assets, \$2,256,767, embracing \$1,161,336 of loans and discounts; \$462,000 of United States bonds; \$485,655 cash on hand and due by reserve agents, and its bank premises, valued at \$70,000 in round numbers.

The correspondents of this bank in the prin-

banking business exclusively. It has experienced a remarkable and yet substantial growth, especially in the last three or four years, during which its loans and discounts, deposits and other evidences of development, have increased fully fifty per cent. It had at the time of its statement last available for this publication, July 12th, 1892, total resources of \$1,245,000, embracing loans and discounts of \$1,013,000, and cash items and due from banks and bankers, \$230,000. The deposits with it at the same time aggregated \$740,000. It has \$400,000 capital stock and a \$90,000 surplus fund. It is the depository of the city of Richmond. Its president is WIL-



INTERIOR OF THE CITY BANK OF RICHMOND.

cipal cities are as follows: United States National, Third National and Tradesmen National, New York; the Citizens National, Baltimore, and Central National, Philadelphia.

The CITY BANK OF RICHMOND, 1109 E. Main street, was chartered in 1870 to do an insurance as well as banking business, and was originally called the Mechanics and Merchants Savings Bank. This charter was amended in 1872, and its name changed to what it is at present; and again amended in 1876, so as to provide for a

LIAM H. PALMER, president also of the Virginia Fire and Marine Insurance Company; its vice-president, E. B. ADDISON, of Allison & Addison, manufacturers of fertilizers; and its cashier is J. W. SINTON, who has been in the banking business for fifteen years—for eight years of that time with this institution.

The directors, besides Messrs. Palmer and Addison, are Moses Millhiser, of M. Millhiser & Co., wholesale dry goods; George W. Anderson, of G. W. Anderson & Son, carpets and furnish-

ings; James T. Gray, shipper of leaf tobacco; J. N. Boyd, dealer in leaf tobacco; S. H. Hawes, coal dealer; A. L. Holliday, ex-judge of the Chancery Court of the city of Richmond; J. W. Beveridge, grocer; I. D. Cardoza, retired merchant; William Josiah Leake, ex-judge of the Chancery Court of the city of Richmond; E. T. D. Meyers, president of the Richmond, Fredericksburg and Potomac Railroad; N. W. Nelson, retired merchant; and W. R. Trigg, president of the Richmond Locomotive and Machine Works.

The NATIONAL BANK OF VIRGINIA, Eleventh and Main streets, is the oldest bank in the city. It was founded in 1865. It has \$200,000 capital paid in, and at the time of its statement last, available for this publication, September 24th, 1892, had a surplus fund and undivided profits

experienced bank officers. The former has had a banking experience of upwards of forty years.

The directors are: Judge Christian; George W. Palmer, capitalist, of Southwest Virginia; J. N. Boyd, dealer in leaf tobacco; John Pope, of the Allen & Ginter Branch American Tobacco Company; I. J. Mercer, lumber dealer; H. A. Claiborne, president of the Mutual Assurance Society; J. T. Gray, dealer in leaf tobacco; R. S. Boshier, of the T. C. Williams Tobacco Company; L. B. Tatum, ex-vice-president of the Virginia Steamboat Company; E. Raab, and Charles Wallace.

Its principal correspondents are: the Hanover National Bank, the Bank of New York (N. B. A.), and Importers and Traders National Bank, of New York; the Fourth Street National



THE LAKE, FOREST HILL PARK, MANCHESTER.

of \$70,000 and more. Its total resources then were \$1,322,158, of which \$964,332 were loans and discounts, and \$59,000 the value of its banking house. The deposits with it at that same time were \$1,007,001. These figures indicate its solidity.

The officers of this bank are all substantial business men of the city. Judge GEORGE L. CHRISTIAN, attorney, who is president of the CHAMBER OF COMMERCE, is president of it. He succeeds E. O. NOLTING, of the firm of E. O. Nolting & Co., leading dealers in leaf tobacco and proprietors of the Planters Tobacco Warehouse, a large property owner here, and a man of means. J. W. Lockwood, cashier, and O. S. Morrox, assistant cashier, are both long-

Bank and First National Bank, of Philadelphia, and the National Exchange Bank, Baltimore.

The CITIZENS BANK OF RICHMOND was organized in 1872, as a savings bank, and was re-organized with a State charter, to do a general banking business, in 1885. It has \$200,000 capital paid in, and at the time of the last statement available for this publication, had a surplus and undivided profits of \$60,000 besides. Its total resources at the same time were \$788,913; its loans and discounts \$632,306; and the deposits \$432,538.

The president of this bank is Major W. J. JOHNSON, of the firm of W. J. Johnson & Co., wholesale grocers, and president also of the Richmond China Company. The cashier is

MR. S. G. WALLACE, who has been with it for twelve years.

The MECHANICS AND MERCHANTS BANK, of 913 Hull street, MANCHESTER, was incorporated with a State charter in 1889. By the last statement available for this publication, it had a capital stock, paid in, of \$45,000, and a surplus fund and undivided profits of about \$8,000 more. The deposit with it amounted at that same time to \$112,000. Its loans and discounts were \$134,518, and its total resources \$166,818. It has, in fact, been a prosperous institution from the start. A. L. ADAMSON, real estate agent of Manchester, is its president; J. H. PARTISON, cashier.

The correspondent of this bank in New York is the Southern National Bank.

JOHN H. MONTAGUE, president of this bank, is treasurer of the CHAMBER OF COMMERCE, and is the head also of the Richmond Paper Company, one of the city's largest manufacturing concerns. His portrait is one of those in the frontispiece of this work. The cashier of the Merchants and Planters is Mr. H. A. WILLIAMS, for ten years cashier of the F. E. Patrick Company, Richmond agents for Armour & Co., Chicago.

The directors are: N. W. Nelson, capitalist and director of the City Bank; Thomas G. Jackson and G. Carlton Jackson, of Jackson



"BROOKSIDE," RESIDENCE OF JOHN C. ROBERTSON, SUBURBS OF MANCHESTER,

Opposite Forest Hill Park. (Page 69.)

SAVINGS BANKS.

THE MERCHANTS AND PLANTERS SAVINGS BANK, of 923 East Main street, is one of the oldest banks of the city. It is one of the soundest also. It has \$100,000 capital stock, and undivided profits besides, which at last accounts—its statement of September 30th, 1892—were \$13,414. The deposits with it at that same date were \$129,539. Its loans and discounts, in large measure significant of the accommodation it extends to the business community, were \$232,828.

It has shown, in fact, a steady increase in business and resources for many years past.

& Jackson, prominent lawyers of the city; Joseph Hall, iron founder; B. C. Wherry, insurance agent; John C. Shafer, capitalist; Thomas N. Carter, of the law firm of Page & Carter; and Edward R. Archer, of the Tredegar Company.

THE SECURITY SAVINGS BANK, 1107 East Main street, fills a want long felt in Richmond for a financial institution offering longer term accommodations than banks ordinarily grant. This it does under conditions of undoubted security, as its name implies.

It is one of the recognized agencies of the

city's progress in a financial way. Its officers and stockholders are leading merchants, manufacturers and other business men of Richmond. It has \$200,000 capital, individual deposits amounting to \$136,000, and, although but a few years established, has a surplus of \$25,000.

Its president is E. A. CATLIN, real estate and insurance agent, of 5 and 7 Eleventh street, cashier also of the Home Building Company, and treasurer of the Mozart Association. Mr. JAMES R. GORDON is vice-president, and Mr. A. BEIRNE BLAIR, cashier.

The directory is composed of Messrs. Clay Drewry, E. W. Gates, P. Whitlock, A. Bargamin, Preston Cocke, Thomas D. Neal, Jr., S. D. Crenshaw, W. T. Hancock, Allan Talbott, C. H. Hagan, E. A. Catlin, James R. Gordon, N. R. Savage, Thomas F. Jeffress, R. W. Powers.

This bank also does a large underwriting business. The companies represented by it are the well-known Hamburg-Bremen, London and Lancashire, Virginia State, National of Hartford, Continental, Niagara, Insurance Company of North America, and the North British and Mercantile.

The UNION BANK is a savings institution of \$219,750 capital and \$233,000 surplus. It has about 1,500 depositors, \$770,000 deposits and \$1,261,000 total resources. JAMES MILLER is its president, and JOSEPH B. BEASLEY, cashier.

The SAVINGS BANK OF RICHMOND, which has quarters in the building of the National Bank of Virginia, at Eleventh and Main streets, was organized in April, 1889. It has a capital stock of \$100,000 paid in, and at the time of its statement last available for this publication, had a surplus fund of \$30,000, and undivided profits of \$3,402. Its deposits at the same time aggregated \$375,000, representing the accounts of 2,000 depositors, and its total resources were \$134,000.

Dr. R. A. PATTERSON, tobacco manufacturer, is its president; JAS. M. BALL, cashier.

TRUST COMPANIES.

THE VIRGINIA SAFE DEPOSIT AND FIDELITY COMPANY, of Richmond, was chartered by the Legislature of Virginia, and commenced business June 1st, 1892, with the following officers: president, JAMES B. PACE; vice-president, MANN S. QUARLES; secretary and treasurer, JOHN MORTON; with Colonel W. W. Gordon and Messrs. Christian & Christian as advisory counsel, and with the following directory, representative of Richmond's best and strongest business

elements: Lewis Ginter, James B. Pace, Thomas Potts, John P. Branch, W. S. Forbes, T. William Pemberton, Charles E. Whitlock, A. L. Boulware, E. B. Addison, J. N. Boyd, Charles Watkins, C. W. Branch, Fred. S. Myers, Mann S. Quarles, E. D. Christian, Joseph Bryan, M. B. Rosenbaum, T. C. Williams, Jr., L. Z. Morris, Philip Whitlock and J. J. Montague.

The company began with a paid-up capital of \$500,000. The authorized capital, under its charter, is \$2,000,000, which amount it might have started with easily, as was shown by the disposition to subscribe; but the incorporators did not deem it advisable to do so. The company occupies half of the new and absolutely fire-proof building, 1200 East Main street, in connection with the Planters National Bank. The safety and storage vaults of this company are not surpassed in this country, and they afford to the patrons of the safety department the greatest security. The company assumes the fullest liability in this regard.

This company acts also as executor, administrator, guardian, assignee, receiver and trustee, and as such, can qualify in any court of the State; acts as registrar and transfer agent for corporations; examines and guarantees titles to real estate, and issues its policies for same; guarantees the performance of contracts, and insures individuals, associations and corporations against loss through agents and employees; makes loans on real and personal security, and allows interest on deposits by agreement; can go upon any bond for appeal, upon any injunction, attachment or other bond required by law of any person; will receipt for and register wills deposited, and make no charge for that service. The well-known character of the officers and directors of this company, and its remarkable success since its commencement, a few months ago, give promise of a particularly bright future for it.

The VIRGINIA MERCANTILE AND SAFE DEPOSIT COMPANY of Richmond has its office at 1108 East Main street. It was incorporated by a special act of the General Assembly of Virginia, January 24th, 1890, and was organized for business January 9th, 1892, with an authorized capital of \$1,000,000.

This company receives deposits of money and court funds, and allows interest thereon; negotiates loans; executes trusts of every description and in every fiduciary capacity; acts as executor, administrator, curator, guardian, trustee under wills and deeds, etc.; has the power and right to become surety for the faith-

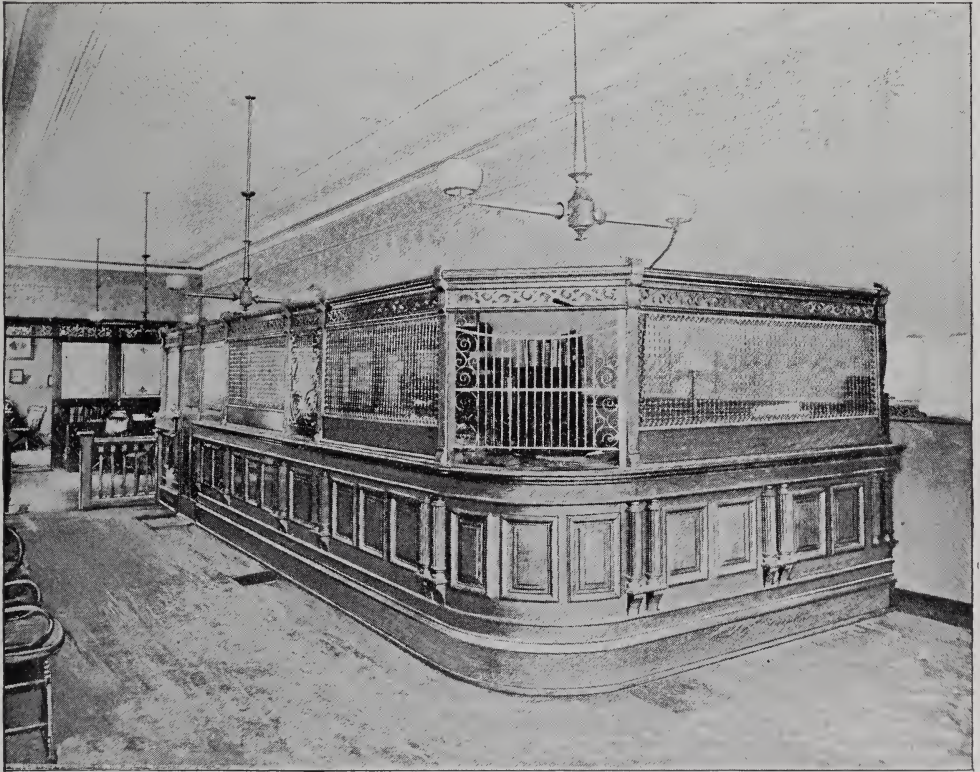
ful performance of trusts, contracts, and the fidelity of employes; abstracts and INSURES TITLES TO REAL ESTATE.

This latter is a feature of unusual value to the business interests of Richmond, and this company is now preparing a title plant, with experts, which will enable it in a short time to furnish abstracts to titles and certify them. It will also issue policies of title insurance to real estate and real estate securities in Richmond and the adjoining counties, thereby affording absolute security to deeds of trust and to pur-

mer, Charles R. Skinker, John G. Slater, Howard Swineford, Robert L. Traylor, Granville G. Valentine.

PRIVATE BANKS.

JOHN L. WILLIAMS & SONS, bankers and brokers, of 1000 Main street (J. L. WILLIAMS and his sons, JOHN SKELTON and ROBERT LANCASTER WILLIAMS), have been established since 1874. Mr. Williams, Sr., was, however, in the business long before that. He has been in it now about a third of a century.



INTERIOR OF THE BANKING HOUSE OF JOHN L. WILLIAMS & SONS.

chasers and their heirs, so long as they are the owners of the property.

The following is a list of the officers and directors of this company:

President, CHARLES R. SKINKER; vice-president and attorney, MARSHALL M. GILLIAM; acting secretary and treasurer, BERNARD PEYTON, JR.

Directors: John Addison, Thomas L. Alfriend, Charles E. Belvin, Jackson Brandt, Ware B. Gay, Marshall M. Gilliam, William J. Johnson, William H. Jones, William H. Pal-

They are held as high authority upon Southern financial and developmental projects by reason of the fact that, besides doing a remarkable business in Southern investment securities, they publish a *Manual of Investments*, which is the largest and most comprehensive work of the kind issued by any banking house in the world. This manual treats largely upon Southern railroad, municipal, state and general financial interests, and is a standard work with bankers and brokers everywhere.

They do a general business as private bankers, and, as brokers, pay special attention to Southern interests in the various financial markets of the country. They have facilities also for executing orders on the European exchanges. They negotiate commercial paper also, but do not discount it. They do, in short, a general banking and brokerage business for a Southern patronage, and for capitalists and others investing in Southern bonds, stocks or enterprises.

THOMAS BRANCH & Co., of the Merchants Bank building, are private bankers and leading stock brokers of the city. Their business was founded by the late Thomas Branch, father of J. P. BRANCH, senior member of the firm, and grandfather of BLYTHIE and JOHN KERR BRANCH, who are the junior members. Mr. J. P. Branch is president of the Merchants Bank here. He was in the business with his father during his lifetime, for many years, and continued in it after his death. Mr. Thomas Branch had been a banker and business man of Richmond and Petersburg for fifty years, and had accumulated a large fortune thereby.

The house of Thomas Branch & Co. is as well known in New York and other large centers as here. In its specialty, the negotiation of State, municipal and other bonds of the South, it is one of the most notable houses of its line in the land.

C. W. BRANCH & Co. is the name under which C. W. Branch has been engaged as a general banker and broker, at 1111 East Main street, here since 1880. Mr. Branch is a son of the late Thomas Branch, banker, of this city. He was raised to the business he follows. He is a member of the CHAMBER OF COMMERCE, and prominent in all movements calculated to advance the city. He makes a specialty of stock brokerage in Southern securities. He has private wire to Norfolk, Washington, Baltimore, Philadelphia, New York, Boston and Chicago, and does business for patrons located all over the country.

The other private banks of the city are those of RICHARD W. MAURY, established fifty years ago; LANCASTER & LUCKE, founded in 1868, and established in New York also (the head of which, Mr. R. A. Lancaster, was a Confederate States treasury agent during the war); and W. L. WARING & Co.; all three of them, like the Messrs. Williams and the two firms of the Branches, doing a brokerage business, largely in Southern stocks and securities as a specialty; and all of them also long established and prosperous concerns.

INSURANCE BUSINESS.

RICHMOND has four local insurance companies—three fire and one life. The three fire companies are the Mutual Assurance Society, the Virginia Fire and Marine Insurance Company, and the Virginia State Insurance Company. The life company is the Life Insurance Company of Virginia.

The total capital, surplus and reserve of the two joint stock fire companies January 1, 1892, was \$996,000. The Mutual, being what its name implies, makes no showing of capital. The total assets of the three fire companies then was \$1,932,078. Their total receipts in 1891 were \$580,000.

The Life Insurance Company of Virginia had over \$400,000 in receipts in 1891. Its capital stock is \$100,000.

There are some thirty agencies for insurance, local and State, at Richmond. Nearly every home and foreign company of any note doing business is represented here. The Liverpool and London and Globe Insurance Company has one of its five American branches here, and from the nature of its organization, with directors resident here, may be considered practically a local company.

The grand total of insurance business here is, by recent reports, \$1,318,812 annually: \$545,666 fire, \$701,813 life, and \$71,333 accident.

The total insurance upon the property endangered by fire here in 1891 was \$809,647; the insurance loss was \$196,190.

The insurance men of the city are organized as a BOARD OF UNDERWRITERS, George D. Pleasants, president; Ro. E. Richardson, secretary.

LOCAL COMPANIES DESCRIBED.

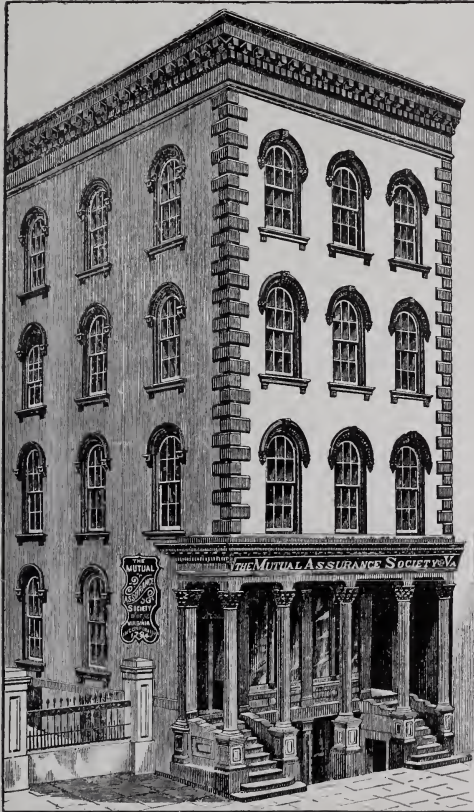
The VIRGINIA FIRE AND MARINE INSURANCE COMPANY, which has its office at 1015 East Main street, has rendered its sixtieth annual statement, showing, among other things, that it has a capital stock of \$250,000, and that its surplus over all liabilities was, on January 1st, 1892, \$142,125, and its reserve \$245,811. Its assets at the same time were \$682,078; \$148,453 of that stocks and bonds; \$120,453 real estate owned by the company in this city, Manchester and other parts of Virginia, and \$252,882 mortgage loans.

From this statement it appears that its aggregate annual income was but a trifle less than \$340,000 for the year; that it had paid in losses in the same time slightly under \$200,000, and returned in dividends during the same time (the year 1891) to its stockholders \$25,000. It

had in force on this same date, January 1st last, \$23,432,148 of insurance, as against \$19,463,925 two years before.

This company has agents throughout the South, and also in a large number of the Northern and Western cities. It has a reputation of the most substantial character. Its president, WILLIAM H. PALMER, is president also of the City Bank. Its secretary, W. H. MCCARTHY, has held that position for the last twelve years.

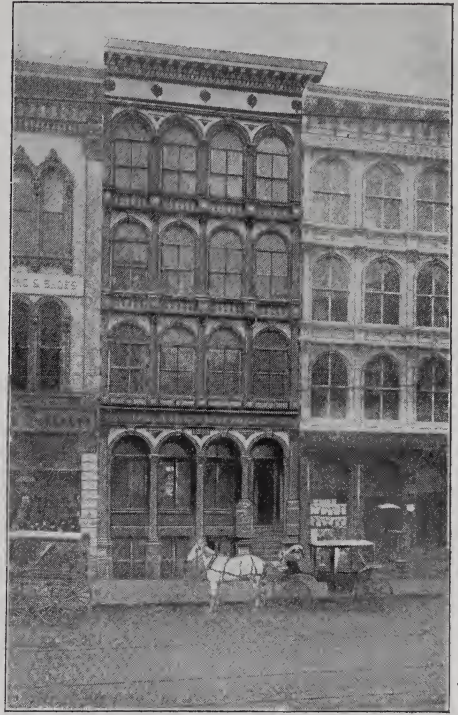
Its directors are: E. O. Nolting, tobacco merchant, capitalist, and president of the National Bank of Virginia, and Belgian consul here; Captain G. W. Allen, manager for the Old Dominion Steamship Company here; E. B. Addison, of Allison & Addison, fertilizer manufacturers; Thomas Potts, of Potts & Co., wholesale grocers; D. O. Davis, of Brown, Davis & Atkins, wholesale grocers; and Francis T. Willis, capitalist.



MUTUAL ASSURANCE SOCIETY'S BUILDING.

President Palmer of this company is one of the notables of this city, socially as well as in a business way. He was adjutant-general in A. P.

Hill's corps in the civil war. He is a director of the Mutual Assurance Society, and of the J. L. Hill Printing Company here, and is also



VIRGINIA FIRE AND MARINE INSURANCE COMPANY'S BUILDING.

largely interested in real estate hereabouts. This company has a membership also in the CHAMBER OF COMMERCE.

THE MUTUAL ASSURANCE SOCIETY OF VIRGINIA is one of the oldest, if it is not, indeed, the oldest, insurance organization in America. It was founded in 1794, and is, therefore, very nearly a centenarian. It has survived during its long life two wars affecting the city in which it is established (the city of Richmond)—the War of 1812 and the Civil War—out of which it came badly crippled, but still a living body corporate. It has survived all the panics and periods of depression of the century past—that following the Revolution, that after the second contest with Great Britain, that of 1837, of 1857, of the last war, and those still within the memory of living business men. Its records are reminiscent of illustrious names, such as that of John Marshall, chief justice of the Supreme Court of the United States, in the early part of the present century; of

Bushrod Washington, nephew to the Father of Our Country, and a supreme justice also; of Edmund Randolph, one of the signers, and the attorney-general of Washington's cabinet; of Littleton Tazewell, governor of the Old Dominion; and others notable in public life, have borne a part in its direction. In times past, too, the city of Richmond has been indebted to it for many benefits, among them, the provision of the city's original water supply and its first fire engine.

Its reserve fund was almost swept away by the war. Practically it began anew in 1865. But it paid, nevertheless, \$150,000 of the losses it sustained during the four years of hostilities, while every other insurance company of the South closed out and abandoned business altogether.

This company has paid nearly \$4,000,000 losses since its foundation, and has discharged promptly all its legal obligations. It is, strictly speaking, a mutual company, a society whose membership, and likewise whose policies, are permanent; for while annual policies are issued for special risks, its usual form of policy is a continuous risk. By its statement of December 1st, 1891, it appears that its premium business now aggregates about \$40,000 a year; that it has assets (including its office and building in the city of Richmond, valued at \$37,500) of \$870,000. Its officers are experienced underwriters, and its directors substantial men. Its principal agent is H. A. CLAIBORNE, a lawyer by profession, a bank director, and an insurance man of twenty-six years experience. Its secretary is FRANK D. STEGER, whose experience extends over eighteen years in the business.

The directors are: William H. Palmer, president of the City Bank, and of the Virginia Fire and Marine Insurance Company; E. O. Nolting, dealer in tobacco, and president of the National Bank of Virginia; William F. Gray, dealer in leaf tobacco; James W. Allison, of Allison & Addison, manufacturers of fertilizers; T. M. Rutherford, also a dealer in tobacco; and Alfred T. Harris, Jr., engaged in the same line.

This company has agents at Petersburg, Norfolk, Lynchburg and other large cities of the State, and its business is, by the terms of its charter, confined to the Commonwealth. Its office is at 1014 East Main street. An engraving of its exterior accompanies this matter.

THE VIRGINIA STATE INSURANCE COMPANY, 1006 Main street (the Shafer building), is an old company and a solid one. It was organized

right after the war. It has \$200,000 capital paid in, and on December 1st, 1891, it had a surplus of \$55,250 and a reserve of \$102,839. At the date of the last available statement its total assets in bonds, real estate, cash and loans on mortgage, were, in round numbers, \$380,000.

This Company does business chiefly in the State of Virginia. It has 63 agents in the Old Dominion. It has a very high standing among the Southern Insurance corporations, and special favor in the City of Richmond. During the year 1891 it made remarkable progress—its business more than doubled.

The officers and directors of the company are solid men of the city. N. V. RANDOLPH, its president, is the owner of the Randolph Paper-Box Factory, the largest concern of that kind in the United States.

The directors are: George L. Christian, attorney-at-law, who is also vice-president of the company; N. W. Bowe, real estate agent; E. T. D. Myers, president of the Richmond Fredericksburg and Potomac Railroad Company; John S. Ellett, president of the State Bank of Virginia; S. H. Hawes, coal merchant; Dr. John Mahony, dentist; F. Sitterding, contractor; John Pope, of the Allen & Ginter Branch of the American Tobacco Company; J. M. Fourqurean, of Fourqurean, Price & Co., dry goods, and L. D. Crenshaw, Jr., of the Haxall Crenshaw Flour Milling Company.

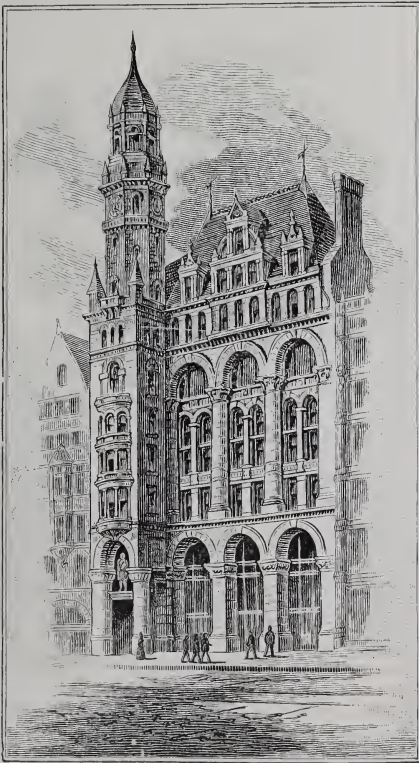
The secretary and general manager is Mr. RO. E. RICHARDSON, who has been secretary for ten years, and twenty-one years with the company altogether. He has had life-long experience as an underwriter. He was with the Virginia Fire and Marine Insurance Company before he engaged with this one. The assistant secretary is Mr. CHARLES K. WILLIS, whose father was secretary of this company at one time. He, also, has had many years of experience. The solicitors of the company are L. F. Mason and Joseph Gerring. ROBERT LECKY, JR., is its special agent.

The statement of the LIFE INSURANCE COMPANY OF VIRGINIA for 1892 was being prepared as this chapter went to press. It will be found along with the sketch of the company in the supplementary chapter of the book.

DAVENPORT & Co., bankers and brokers, and general agents for Virginia, West Virginia and North Carolina, for the LIVERPOOL AND LONDON AND GLOBE INSURANCE COMPANY, are established at 1113 East Main street, in a building owned by that company, which, by the by, is the only

foreign company doing business in Virginia that owns real estate in the city.

This house has for principals ISAAC DAVENPORT, Jr., one of its founders, CHARLES E. WORTHAM, also one of its founders, G. A. DAVENPORT, and V. NEWTON. Mr. I. Davenport has practically withdrawn from active participation in the management however. He is interested likewise in the house of Davenport & Morris, wholesale grocers here, the largest house in that line south of New York, and he has investments in fertilizer factories and various other enterprises here. Mr. Wortham is a director of the Union Bank of Richmond, and Mr. G. A. Davenport, of the First National Bank. The firm has a membership in the CHAMBER OF COMMERCE.

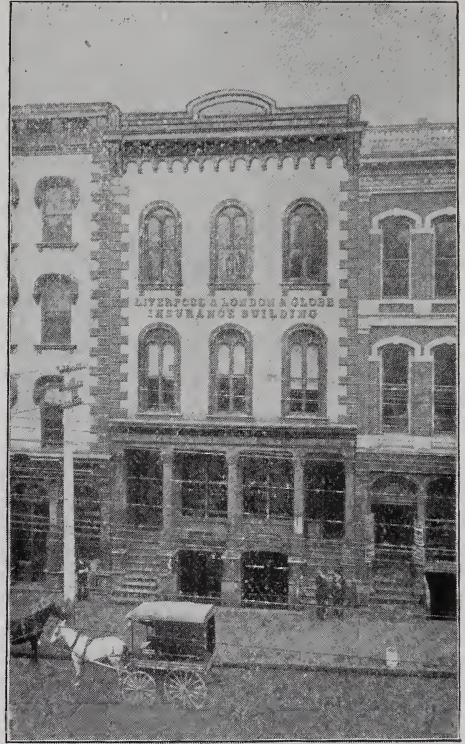


HOME OFFICE PENN MUTUAL LIFE INSURANCE CO.,
921 to 925 Chestnut Street, Philadelphia.

PLEASANTS & HALL, - GENERAL AGENTS,
Richmond, Virginia.

Davenport & Co. have been established since 1861, and have had the agency for the Liverpool and London and Globe Insurance Company since 1865. As bankers, they make a specialty

of Southern investment securities, and are largely engaged in buying and selling stocks on commission. As general agents for the Liver-



LIVERPOOL AND LONDON AND GLOBE INSURANCE CO.'S
BUILDING AT RICHMOND.

pool and London and Globe Insurance Company (the character of which is so well known that it seems hardly necessary here to go into details concerning it), they do an extraordinary business. Their premium business last year (1892) alone aggregated \$175,000.

The cut accompanying this matter is from a photograph showing the Liverpool and London and Globe Insurance Company's offices here.

PLEASANTS & HALL, 1117 East Main street, are the general agents for Virginia of the PENN MUTUAL LIFE INSURANCE COMPANY of Philadelphia.

This company was organized in 1847, and has a high and honorable record of forty-five years' length. It has assets of \$20,000,000, and a surplus of \$2,500,000.

The "Penn" has financial strength unsurpassed by any company; it exercises the strictest moral integrity, honesty and liberality with its policy holders.

It is one of the oldest life companies in America; it is always conservative and careful in the investment of its funds and selection of its risks; its business has been safe and profitable; it is purely mutual; *its policy-holders are the company.*

For forty-five years it has furnished reliable insurance at minimum cost—its average annual returns of surplus (dividends) being exceeded by no other company. *Greatness, not Bigness, is its Distinction.* Greatness in strength, experience, liberality, management.

The "Penn" issues all forms of life, endowment, and partnership policies, and trust certificates.

Its policies are incontestable and non-forfeitable.

This company's plans provide against loss by discontinuance of policy. Members are granted "paid-up" insurance, *or the full policy is "extended" for as many years and days as the reserve value will carry it.* The "Penn's" system of cash loans on its policies, is a very desirable feature. The company agrees to loan 66 per cent. of the reserve value at the legal rate of interest, thus warding the insured against lapse, and enhancing the value of the policy as *marketable collateral.*

MESSES. PLEASANTS & HALL have been general agents of this company for about three years, and have local agents and solicitors representing them in different parts of the State.

MR. FRED. PLEASANTS, of this firm, was formerly in the fire insurance business here as a partner in the agency of George D. Pleasants & Son. He is well known in business circles, and is prominent as a member of the City Democratic Committee; captain and aid on the staff of Brigadier-General Anderson's Virginia Volunteers, and prominent as a member of the Masonic Order—as past master of his lodge, generalissimo of his commandery and chief rabban of the Mystic Shrine.

MR. CUNNINGHAM HALL is a native of this city. Before he entered the insurance business, he was a travelling man representing a Richmond house, and, for several years, New York firms. He is ex-captain of company "C," First Virginia Regiment, and is an energetic and well posted insurance man.

THE TRAVELLERS INSURANCE COMPANY of Hartford, Connecticut, has lately established a general agency for Virginia, West Virginia, and South Carolina in this city, with GEORGE A. BROWNING in charge. Under him have been placed the 125 sub-agents of the company in the three States named.

The Travellers is so well known by reputation everywhere, that it seems unnecessary to go into any great detail concerning it. It is one of the leading life companies of the country; is the oldest, and, beyond dispute, the leading accident company, not of this country alone, but of the world. It was organized twenty-nine years ago on a small scale, but it has grown so, under the very excellent management of capable officials, especially in the last twenty years, that it now has assets of over \$14,000,000, and a surplus as to policy-holders of more than \$2,500,000.

It issues all the desirable forms of life policies that have been introduced, and makes much of its specialty, "extended insurance," by which the policy-holder does not forfeit or lose any of his payments should he fail to meet his premium. A paid-up and cash surrender value is guaranteed in all of its policies.

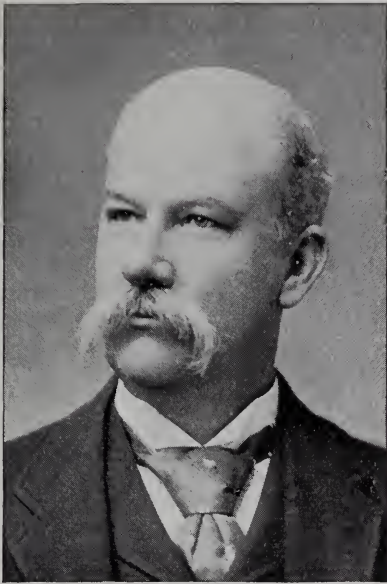
Its office here was established October 5, 1892. It had a large business before that in this field, and was represented by one of the ordinary insurance agencies of the city; but its business has grown so of late years that it was found necessary to have a distinct departmental management. Mr. Browning, the agent here, has been engaged in the life insurance business for ten years. He has had a long and varied experience of it. He was in it for three years in South Carolina before he was assigned here. He is a Kentuckian, and an energetic and progressive man.

The Richmond office of this company is at 1212 East Main street.

MONTAGUE & Co., general insurance agents, of 923 East Main street, are the representatives of the following companies in the city of Richmond: The Queen of America, which has a capital of \$300,000, and assets of \$3,181,000; the London Assurance Corporation of London, England, gross American assets \$1,442,000; the Lion Fire of London, American assets \$750,000; the Connecticut Fire of Hartford, Conn., capital \$1,000,000, and assets \$2,632,000; the Georgia Home of Columbus, Ga., cash capital \$300,000, assets \$710,000; and the Insurance Company of North America, capital \$3,000,000 and assets \$9,000,000.

This is one of the oldest agencies of the city. The senior partner in it, Mr. J. H. MONTAGUE, indeed, was an underwriter here before the war. He was president of the Merchants Insurance Company here, in the palmy ante-bellum days, and when it wound up its affairs in consequence of the hazards of the conflict, he

re-established himself on his own account. He has been prominent as an individual underwriter here since 1865, when he began anew.



THOS. L. ALFRIEND, Insurance.

His son, Mr. PERCY MONTAGUE, who is associated with him, has been his partner since 1875.

Mr. John H. Montague is prominent also in other connections here. He is president of the Merchants and Planters Bank, of the Virginia Paper Company, of the Marshall Manufacturing Company, operating a large cotton mill here, and is the head of other organizations of that sort. He is also treasurer of the Lisbon and Richmond and Manchester Land Companies, and of the CHAMBER OF COMMERCE. In the last named capacity, he is one of the subjects of the frontispiece of this work.

THOS. L. ALFRIEND, general insurance agent, of 1203 Main street, is a son of Thomas M. Alfriend, who was engaged in the insurance business here from 1833 to 1885. He has not been in any other line himself since the war. He was trained to the business under his father, and in 1879 started in it on his own account.

Mr. Alfriend is the agent here for nine companies, among them, fire, life, marine, boiler, explosion, postal and wind-storm companies. He is general agent for the WASHINGTON LIFE INSURANCE COMPANY of New York, in the territory embraced by Virginia, West Virginia and North Carolina, and in this field has thirty or

forty sub-agencies, and several travelling solicitors, with whose assistance he has made it a very popular company everywhere in that district. The Washington had, at last accounts, over \$11,000,000 assets. It is the only company whose dividends are premium paying and policy protecting for their full amount, without notice to the insured and without medical re-examination.

In addition to it, he represents companies whose assets, plus those of the Washington, aggregate \$55,000,000. These companies are the Travelers, of Hartford, an accident company, whose assets are \$12,250,000; the Home, of New York, a fire company with \$9,000,000 assets; the Phoenix Assurance Company, of London, with \$7,000,000 assets; the Caledonian, of Scotland, with \$7,000,000 assets; the Delaware, of Philadelphia, with \$1,300,000; the Georgia Home, of Columbus, Ga., \$1,000,000; the Boston Marine, of Boston, with \$2,500,000; Hartford Steam Boiler Inspection and Insurance, of Hartford, with \$1,000,000 assets.

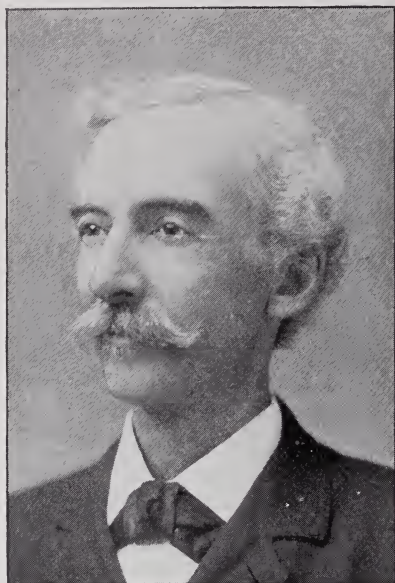
Mr. Alfriend is a director of the Citizens Bank, and of the Virginia Mercantile and Safe Deposit Company. He is a member also of the CHAMBER OF COMMERCE. He is a veteran of Parker's Battery, and of the Fifteenth Virginia Infantry, C. S. A.



GEO. D. PLEASANTS, Insurance.

GEORGE D. PLEASANTS & SON are in the insurance business at 1104½ Main street. Both are

Virginians by birth, and, like their ancestors for many generations, always identified with Richmond. Mr. PLEASANTS, Sr., owned and farmed



B. C. WHERRY, Insurance.

property near this city earlier in life, but in 1875 engaged in his present business, and by energy and intelligent business methods, has elevated himself to a position of prominence and prosperity. He is at present president of the Board of Underwriters of Richmond. The junior partner in this agency, Mr. ARTHUR L. PLEASANTS, is a young man of fine business talents, and, seemingly, especially adapted to insurance matters and methods. His fair-dealing traits and complete knowledge of the business, indicate him one of the coming men in the profession.

Among other companies represented by this firm is the old and reliable Agricultural Insurance Company of Watertown, N. Y. (assets \$2,250,000), for which company they have been general agents for the past eighteen years.

They also have the agency of the oldest insurance company in the world, the Sun of London, organized in the year 1710. This company has a surplus of more than \$8,000,000. It has over \$2,500,000 in stocks, bonds and mortgages to the credit of its branch in this country.

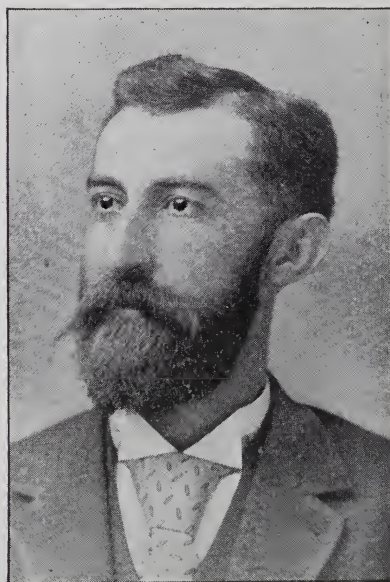
They also control the business here of the Rochester-German, of Rochester, N. Y., with assets of nearly a million of dollars.

And they are also agents of the Hamburg-Bremen, of Hamburg, Germany, the assets of which are \$1,225,000.

Their latest acquisition in the way of a solid protection for their patrons, is the Caledonian, of Edinburgh, the oldest, and possibly the only Scottish company doing business in this State. It is a very strong company, with a surplus of many millions to back it.

B. C. WHERRY, general insurance agent, has been in the insurance business (in all its branches) for many years. He has lived in Richmond all his life. He attended when a boy some of the principal schools of the city, and at sixteen years of age his father sent him to the Virginia Military Institute at Lexington, Va., where he remained for four years, and after going through the entire course of that institution, graduated just as the war began.

The Hon. John Letcher, of Lexington, Va., who always had a fondness for the corps of cadets, was at this time governor of the State, and Mr. Wherry readily obtained from him a commission as lieutenant in the First Battalion of Virginia Regulars. Nearly all the officers of this battalion were graduates of the Virginia Mil-



D. R. MIDYETTE,

Southern Agent of the Brooklyn Life.

itary Institute. Upon receipt of this commission. Mr. Wherry was ordered to report to General Stonewall Jackson, to whom, as professor, he

had often recited at the Virginia Military Institute. Mr. Wherry, with his command, was with General Jackson through his Valley campaigns, and also during the battles around Richmond; in fact up to the time General Jackson received his death wound, when the battalion was, by General Lee's order, attached to his headquarters as provost guard of the Army of Northern Virginia.

On the 9th of April, 1865, Mr. Wherry surrendered with his command at Appomattox Court-house, and two days thereafter, started home afoot. He reached Richmond in three days. Finding that his friends, Messrs. Montague and Whittall, had started an insurance agency, he solicited and secured a position with them, and at once took charge of their fire and marine departments. In April, 1866, the Virginia Home Insurance Company was chartered and started business, and Mr. Wherry was elected assistant secretary by the board of directors. In the early part of the year, 1877, Mr. David J. Burr, the secretary, resigned, and Mr. Wherry was elected to succeed him. The Virginia Home was, however, a small company in respect of assets, and on that account not able to compete with the large American and English companies; so the board of directors on the 4th of December, 1884, determined to reissue all of their outstanding liabilities and go out of the insurance business. A contract was made with the Phoenix Assurance Company, of London, and that company at once appointed Mr. Wherry agent for the city of Richmond, which appointment resulted in his going into the general insurance business.

The following companies are now represented by Mr. Wherry: The Phoenix Assurance Company, of London, established 110 years ago, with assets in this country of \$2,546,894.49; the Commercial Union Assurance, of London, with assets in the United States of \$3,585,958.98; the Fire Association of Philadelphia, assets \$5,067,851.74; the Thames and Mersey Marine Insurance Company, of London, assets \$4,401,002.93; the American Employers Liability (accident) Insurance Company, assets \$347,567.

With these companies Mr. Wherry is enabled to transact a general fire, marine, accident and tornado insurance, with facilities for life and boiler insurance also. He has been very successful in the business; is regarded, indeed, as one of the foremost underwriters of the State. He has accumulated property by close attention to his occupation and has banking and other local interests, among others, in the Merchants and Planters Savings Bank of the city, of which he is a director.

Mr. Wherry's office is in the State Bank building, No. 1111 East Main street.

D. R. MIDYETTE, Southern manager for the Fidelity Mutual Life Association of Philadelphia, has offices located at No. 1111 Main street, in the midst of the financial and insurance quarter of the city. They occupy a position on the busiest portion of this busy street, and are fitted up in most elegant and convenient style to promote the prompt transaction of the affairs peculiar to an agency of such importance.

The Fidelity is not only holding the confidence of the people on its merits, but is making new records and winning fresh laurels each year. Last year it had the distinction of holding first place among life companies in percentage of increase of new business and increase in cash surplus.

It has had a steady substantial growth from its beginning, and now numbers over 16,000 members, among whom are many of the most prominent men of the communities in which its agencies are located. It has piled up a surplus in a few years of over half a million dollars, and no company has a better record.

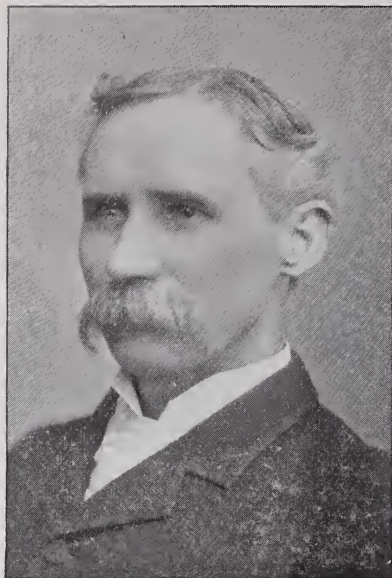
Mr. Midyette is a thorough insurance man, and is awake to the interest of his policy-holders as well as of his company. He is full of energy, and accomplishes his task where men of less enterprise would fail. He has exhibited rare ability in organizing the Southern business of the Fidelity Mutual Life Association, which leads many of the older agencies in volume and character of business done.

He is ably assisted by Mr. C. S. HUBBELL, superintendent of agencies, who also has rare talent in his line, and by Mr. C. S. POWELL, cashier, superintendent of the general agency here, a man of peculiar abilities for the place.

Richmond is looked on throughout a large portion of the South as an important insurance center, and no one factor has done more to inspire this confidence than the Fidelity Mutual Life Association of Philadelphia, under Mr. Midyette's management.

W. L. SEDDON & Co., managers of the Southern department of the AMERICAN EMPLOYERS' LIABILITY INSURANCE COMPANY, have territory extending from the Gulf of Mexico to the Ohio river. The members of this firm are W. L. Seddon and H. D. Eichelberger. They have offices at 27½ Whitehall street, Atlanta, Ga., and 1106 Main street, Richmond, Va. Mr. Seddon, the senior member of the firm, is located in Atlanta, Ga., and Mr. Eichelberger in Richmond, Va. Both gentlemen are thoroughly familiar

with their respective departments, and, beyond any doubt, they write as much business, in their line, as (if not more than) any firm in the South.



SAMUEL H. BOWMAN,
Of Bowman & Mowery, Insurance Agents.

W. L. Seddon & Co. employ regularly fifteen clerks and travelling solicitors, and have agencies in all the principal cities and towns in their territory.

Their city business in Richmond is managed by THOMAS A. BRANDER & Co., men of experience and of much prominence. The Atlanta city business is under the control of Mr. BLAIR BANISTER, one of the most aggressive and reliable underwriters in the South.

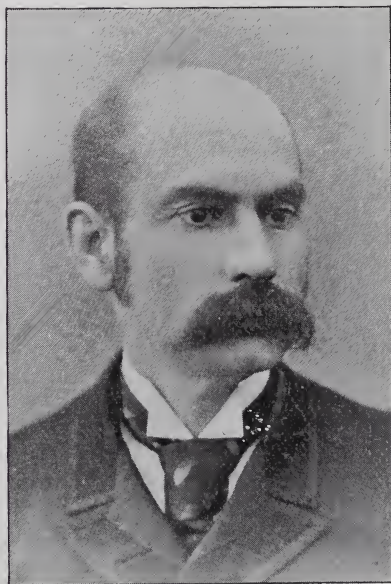
BOWMAN & MOWERY, general agents of the BROOKLYN LIFE INSURANCE COMPANY of New York, for Virginia and the District of Columbia, are established here at 8 North Tenth street.

Mr. SAMUEL H. BOWMAN, of this firm, was born in Rockingham county, Va., March 8th, 1848. At thirteen years of age he came to Richmond and worked in such positions as he could secure until 1873, when he accepted a position with the Adams Express Company, with whom he remained until 1881; then he became express and baggage agent for the Richmond and Alleghany Railroad Company, and occupied this position until 1887, when he accepted the office of agent of the United States

Express Company in this city; and in 1888, in conjunction with it, he represented the New York Life Insurance Company.

In February, 1890, he accepted the general agency of the Brooklyn Life Insurance Company of New York, for the State of Virginia, and has continued in this connection ever since. In March, 1892, he was brought into correspondence with Mr. Ira Mowery, of Atlanta, Ga., through the Brooklyn Life Insurance Company, which correspondence resulted in Mr. Mowery's removal to Richmond and partnership with Mr. Bowman in the life insurance business.

Mr. Bowman was married in 1874 to Miss Annie M. Martin, of this city. He is an active and efficient member of the Methodist Episcopal church, is a member of the Richmond Howitzers Association, Richmond Commandery, No. 2, Knights Templar, Temple Lodge, No. 9, A. F. and A. M., Capitol Lodge, Knights of Honor, and McCarthy Lodge, Royal Arcanum. He is also a member of the CHAMBER OF COMMERCE, and is considered a progressive business man. He is located at Washington City, at present,



IRA MOWERY,
Of Bowman & Mowery, Insurance Agents.

as the general agent of the Brooklyn Life Insurance Company, and is also connected still with the United States Express Company.

Mr. IRA MOWERY was born at Mt. Bethel, N. J., about forty-one years ago. He received a thorough common school education, and afterwards took a course in Free's Business College, Easton, Pa. At the age of sixteen he entered the large mercantile house of the Oxford Iron Company at Oxford, N. J., and served a regular commercial apprenticeship therein, finally working his way up to the highest position under the superintendency, and was afterwards given an interest in another important mercantile establishment.

Mr. Mowery first came South in 1872. He located first at Vicksburg, Miss. Here, however, his health failed him after two years' residence, and he returned North in a bad way; but after some time he recuperated and journeyed South again; this time settling in Jacksonville, Fla.

There he remained until the spring of 1887, and then moved to Atlanta, Ga. At the organization of a Co-operative Insurance and Endowment Order in that city, Mr. Mowery was elected secretary and continued his relations with it until April of last year, when he came to Richmond and associated himself with Mr. Bowman, in this agency of the Brooklyn Life.

Mr. Mowery has been twice married; first to Miss Clara Bockover, daughter of Mr. J. H. Bockover, of New York; she died in Florida, in 1886. In April, 1891, Mr. Mowery was again married to Miss Lizzie Bockover, daughter of Mr. B. T. Bockover, of Norfolk. Mr. Mowery has made many business and social friends in Richmond, and has shown himself a thorough gentleman and a successful life insurance man. He was largely instrumental in organizing the Virginia Society for the Prevention of Cruelty to Animals, of which he is secretary, and he has written two series of letters recounting his observations of the South, which have been published in the Northern press. These letters describe something of the wonderful material development of this section, and defends its people against some of the unjust aspersions that are current among many uninformed residents of the North.

PEYTON & SINTON, general insurance agents, are located at 1016 East Main street. They represent a first-class line of companies, among which are the Scottish Union and National Fire Insurance Company of Edinburgh, having assets in the United States to the amount of \$1,895,000; the Lion Fire Insurance Company, of London, with assets in the United States of \$837,000;

Guardian Fire Assurance Company of London, with assets in the United States, of \$1,785,000, and the Commercial Union Assurance Company of London, with assets of \$3,234,000.

Mr. THOMAS G. PEYTON, the senior member of this firm is a Virginian, and son of General Bernard Peyton, who was postmaster at Richmond for many years. He is special agent and adjuster for the Guardian Fire Insurance Company (before mentioned) in the States of Virginia, North and South Carolina, Georgia and Alabama.

Mr. SAMUEL SINTON, the other member of the firm, is a native of Richmond. He has lived here always. He was a member of the hardware firm of C. J. Sinton & Co. before the war, and was connected with the Treasury Department of the Confederacy during it.

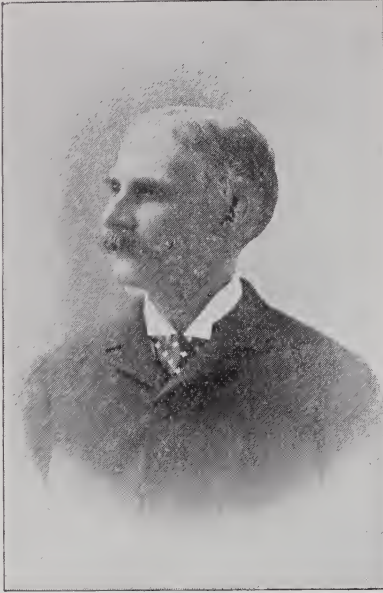
WILLIAM D. RICE, insurance agent of 6 North Tenth street (the *Times* building), is representative of the LONDON ASSURANCE CORPORATION, one of the oldest fire companies of Great Britain. It was established in 1720; it has gross assets of nearly \$19,000,000, and a paid up capital of \$2,000,000. Its assets in the United States are \$1,750,000. To secure its policy-holders it has a deposit of \$50,000 of the city of Richmond bonds with the treasurer of the State of Virginia.

Mr. Rice has been with this company for fourteen years. He was formerly its general agent for the South. His duties in that connection required him to travel largely, and tiring of that, at length, he abandoned his general agency and settled here. He is a native of Farmville, a B. L. of the University of Virginia, a lawyer by profession, and a Confederate veteran. During the war he was scout and courier for General R. E. Lee.

He is interested largely in real estate at Norfolk, Va., and in North Carolina, and in developmental projects here and in other parts of the South. He is secretary of the Guarantee Building Loan and Trust Association of this city, secretary and treasurer of the Southern Manganese Company, of King's Mountain, North Carolina, and is director of the Bessemer City Mining and Manufacturing Company of the city of same name in North Carolina.

It should be remembered that in addition to its deposit with the treasurer of the State, the London Assurance corporation is one of the foreign companies operating under the stringent laws of the Old Country, which, in itself, is substantial surety to its policy-holders of indemnity, under their contracts with it, for the losses they sustain.

JOHN R. WEST, life insurance agent, of 1110 East Main street, is the representative of the



HENRY B. HYDE,

President Equitable Life Assurance Society of New York.

EQUITABLE LIFE ASSURANCE SOCIETY of the United States in the city of Richmond, and in

The volume of the business transacted by him for the company can be measured by the fact that he has fifteen travelling agents and sixteen local representatives in his employ.

The Equitable challenges a denial of the statement that it holds a larger surplus, writes a larger annual business, and has a larger amount of insurance in force than any other company in the world. The death claims against it in 1891 were 2,376, and the payments made, \$8,946,152, of which nearly \$5,000,000 were paid within a day of the presentation of satisfactory proof of death; while nearly four-fifths of the whole amount was paid within ten days from date of proof of death.

The "Tontine" plan is that chiefly pursued by the Equitable. It makes a policy both an investment for a certain period, and also an insurance against death.

The Equitable's colossal assets, the promptness with which it has met all claims, the time it has been in existence, without a suspicion having ever been aroused concerning its management, methods or reliability, and the straight, clear presentation of its claims without deceit or misrepresentation, have placed it in a position to which few, if any rivals, can aspire.

The success of this company in Richmond and in the territory controlled throughout the State by Mr. West, is largely, if not entirely,

due to that gentleman's intelligence and business experience. The published returns from the auditor's office show that the company leads all others in Virginia. Its total annual business written, at last accounts, was \$3,307,065. Mr. West is a director of the CHAMBER OF COMMERCE, and though not long a denizen of Richmond, is generally recognized as one of its leading citizens and representative business men.



ARMORY OF THE STATE VOLUNTEERS.

seventy-six counties of Virginia, to say which is to say about everything that can be said.

There is a portrait of President Hyde of the Equitable Life accompanying this matter.

HOWARD SWINEFORD, general fire and life insurance agent, of 1108 East Main street, is manager for Eastern Virginia, of the MUTUAL LIFE INSURANCE COMPANY of New York. The only comment necessary in regard to Mr. Swineford is, that he holds that position; for that is the best guaranty of his excellent business qualifications and personal merit. The Mutual Life occupies, certainly, a pre-eminent place among the great life insurance companies of the world; and its representatives are among the brightest and best qualified business men of the United States. The assets of this company exceed \$70,000,000, and its annual revenue \$40,000,000.

But, in addition to the Mutual Life, Mr. Swineford represents a number of the very best fire companies; and among these are the Royal Fire Insurance Company, of Liverpool, England, with assets of \$40,000,000; the Northern Fire Insurance Company, of Aberdeen and London; the Imperial Fire, of London; and the Connecticut, of Hartford. The combined assets of these fire companies, represented by Mr. Swineford, are something over \$70,000,000.

Mr. Swineford has been actively engaged in this line since he first established himself in Richmond in 1868. He is a native of New Berlin, Penn., a lawyer by profession and was at one time in business at Meadville in that State. Upon the close of the war he settled in Richmond, with which city he has ever since wholly identified himself. He has achieved merited success in his line, and has won the esteem and respect of his fellow citizens, with whom he has co-operated in all movements for the amelioration of the business or social condition of the city.

And although he has spent the greater portion of his time here in the business of insurance, he is interested also in other affairs—in the culture of standard fruits of various kinds, and the breeding of blooded cattle, sheep and hogs, especially, at his farm, known as "Shady Springs," situated below the city on the Atlantic Coast Line Railroad, near Drewry's Bluff. Needless to remark, in this connection, that the relaxation he takes mornings and evenings at this country place only fits him the better for the tasks of the day.



"SHADY SPRINGS," COUNTRY HOUSE OF HOWARD SWINEFORD,
Near Drewry's Bluff, Below Richmond.

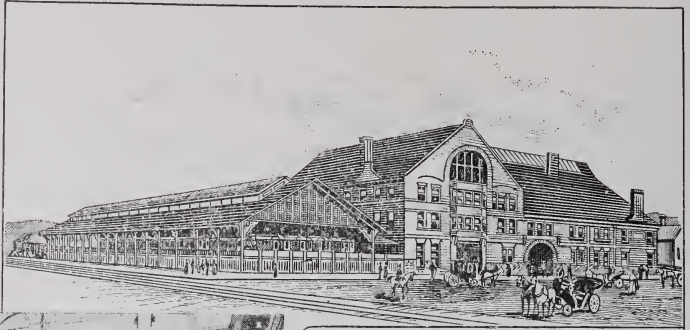
BANKING, INSURANCE, ETC.

Banks (the Manchester Bank included):	
National, 4; Savings, 8; Trust Companies, 3; Private Banks 6	21
Aggregate Banking capital and surplus of incorporated Banks, January 1, 1893	\$ 6,040,000
Aggregate deposits, same date	11,150,000
Aggregate loans and discounts, same date	12,500,000
Aggregate resources, same date	17,900,000
Aggregate savings deposits	1,525,000
Bank clearings, 1892	127,418,966
Increase since 1889	18,950,000
Disbursements, City, County, State and Federal, annually	9,850,000
Insurance Companies (three fire one life)	4
Total local fire insurance capital, surplus and reserve, January 1, 1892 (last year not available)	1,096,000
Total assets, local fire and life insurance,	2,500,000
Total annual insurance business, fire, life and accident (32 agencies)	1,320,000

TRANSPORTATION AND MARITIME BUSINESS.

THE total mileage of the transportation lines focussing at Richmond, water and rail, now owned, leased and controlled, is, by returns of these lines themselves, 14,572, an increase of 2,000 miles operated in the past year. It is divided among them as follows:

The ATLANTIC COAST LINE



EXTERIOR OF
UNION PASSENGER STATION. RICHMOND.



RICHMOND, FREDERICKSBURG & POTOMAC AND PETERSBURG RAILROAD (ATLANTIC COAST LINE) STATION, RICHMOND.

ROUTE (its connection northward from the city, the Richmond, Fredericksburg and Potomac included), 1,196.

THE RICHMOND AND DANVILLE, or Richmond Terminal system, 9,000.

THE CHESAPEAKE AND OHIO, 1,300.

THE NORFOLK AND WESTERN, 1,120.

THE FARMVILLE AND POWHATAN, 92.

THE two steamship lines, the CLYDE and OLD DOMINION, 370 each.

THE VIRGINIA STEAMBOAT COMPANY, or James River Line, 120.

Counting as distinct those lines which have a separate form of organization, although they may be in compact for traffic purposes, Richmond has ten transportation lines: The Richmond, Fredericksburg and Potomac, the Richmond and Petersburg, the "York River" road (Richmond

and Danville north), the Richmond and Danville south, the Chesapeake and Ohio, Norfolk and Western, and Farmville and Powhatan, the two steamship lines and steamboats of the James. The railroads, however, may be resolved, in practice, into five, under the more comprehensive classification, "systems," or independent lines. Thus considered, there are four great systems centering at the city: The Atlantic Coast Line, the Norfolk and Western, the Richmond and Danville, and the Chesapeake and Ohio, embracing the entire mileage of transportation facilities afforded

the city, less than a thousand excepted; of which thousand, eight hundred and sixty is the mileage of water lines. Little as this fraction is, however, it is of very great importance. It is regarded by the business community as the balance-wheel—the counterpoise—of the whole.

The four systems of railway network all the South east of the Mississippi, and two of them proceed also into the heart of the West. The Richmond and Danville system ramifies every Southern State with which the city has direct commercial relations; the Atlantic Coast Line is exactly what its name implies, a route paralleling the South Atlantic Seaboard from Washington to the Florida Capes; the Norfolk and Western and Chesapeake and Ohio are the two lines penetrating the West, and at the same time holding the State in a firm embrace for this

center of trade. The Farmville and Powhatan is a short line south of the James.

The Richmond Fredericksburg and Potomac is, through its connection with the great Pennsylvania system at Quantico, 80 miles north of the city, a medium of direct all rail traffic with Baltimore, Washington, Philadelphia and New York; and in lesser degree the Chesapeake and Ohio and Richmond and Danville serve the the same purpose. Three seaports are rendered easily accessible from Richmond by rail: West Point, York River (an estuary of Chesapeake Bay), 39 miles distant by the York River Divi-

traverse from Richmond to New York is 370 miles, 120 of which is the passage of the river.

The railroads centering here have obtained valuable terminal concessions, and have improved them considerably. The Richmond, Fredericksburg and Potomac, in conjunction with the Richmond and Petersburg, has built a belt line and bridge to facilitate its freight business, and these two roads own also the Union Depot, a handsome and commodious structure shown in the cut on page 102. The Chesapeake and Ohio owns the canal on both sides of the river, and thereby controls the wa-



BELT LINE BRIDGE OF THE RICHMOND, FREDERICKSBURG & POTOMAC AND RICHMOND & PETERSBURG RAILROADS.
Spanning the River and Canal above the Falls.

sion of the Richmond and Danville; Newport News and Norfolk, 74 and 86 miles distant, respectively, by the Chesapeake and Ohio, and Norfolk again by the Norfolk and Western. At all three of these ports a large and growing foreign commerce is established, to which Richmond contributes a very considerable share.

The two steamship lines are most serviceable as direct connections with the great metropolis of the country also, and as a check upon railroad discrimination and rates. The distance they

ter powers here (by purchase of the Richmond and Alleghany, now its James River branch) and it has plans under consideration to develop them for fuller manufacturing utilization. It is to build also a new depot and terminal station here soon, and it is more than likely that the Richmond and Danville will follow its example in that regard.

The following estimates show something of the transportation business of the city:

Total number passenger trains daily, arriving

and departing, 80; total freight trains daily 71; passenger arrivals daily, about 2,500; total tonnage received and shipped by rail annually, 2,000,000 and upward; by water, 375,000.

Sketches descriptive, more in detail, of the several roads centering here follow.

BY RAIL TO NEW YORK.

THE RICHMOND-FREDERICKSBURG AND POTOMAC RAILROAD, extending from Richmond to Quantico, on the Potomac river, a distance of 82 miles, forms the stem which connects the Pennsylvania Railroad system with that known as the Atlantic Coast Line, and is the most direct route from Richmond to Washington, Baltimore, Philadelphia and New York. It is, in fact, with its connection, as nearly as the lay of the land will permit, an air line to those cities. It is maintained in the highest possible state of efficiency, so as to afford a fast line between Richmond and the National Capital and the great Atlantic sea-board cities of the North. The time over it from Richmond to New York is ten and a half hours, or an average running time of about 35 miles an hour.

Its passenger service has always been especially good. It carries a vast number of tourists, Southern bound, destined as far South as Florida, New Orleans and Havana; and for the purpose of advancing its business in this matter, it has widely advertised the historical and picturesque attractions of Richmond. The Union Depot here, a cut of which is used for illustration in this work, is largely to be attributed to its enterprise. It has a very good traffic in vegetables of Southern production, North bound, and in Southern lumber. There are about \$4,000,000 invested in this road, and its operating expenses are approximately \$500,000 a year. It is a paying property. Its connections are the Pennsylvania Railroad north, the Atlantic Coast Line to the south, the Richmond and Danville and Chesapeake and Ohio, en route, the latter at Doswell, Va., all the lines centering here, and (at Fredericksburg) the Potomac, Fredericksburg and Piedmont. It has one short branch about three miles in length.

This road is one of the oldest in the South, and has been, from the beginning, largely the property of Richmond people, operated practically by a Richmond management. It is the only road in which the State has an interest, and the investment has paid the Commonwealth over six per cent. annually for sixty years.

E. D. T. MYERS, its president, has been with it

since 1865. He is a native of the city. The other managing officers, located here, are as follows: J. B. WINSTON, treasurer, a Richmond man, for forty years connected with it; C. A. TAYLOR, traffic manager, twenty years in its service; and T. L. COURTNEY, its superintendent, thirty years connected with it.

THROUGH THE SOUTH TO FLORIDA.

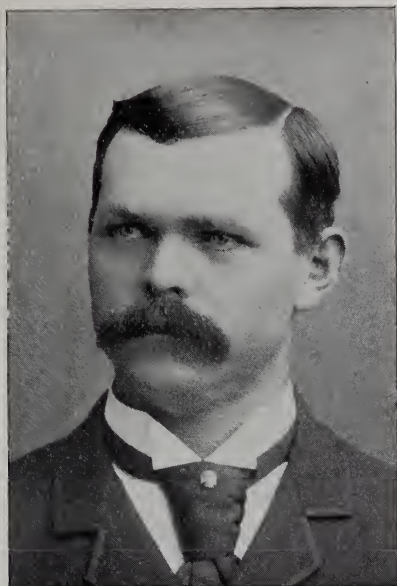
THE ATLANTIC COAST LINE is a system embracing in one organization twelve roads of the South Atlantic States, forming, through the connecting link of the Richmond, Fredericksburg and Potomac Railroad, by their junction with the great Pennsylvania Railroad system to the North, and with the Plant Railroad and steamship system to the South, the through line from New York to Florida and Cuba; forming also a through Southern and Southwestern route by junction at Weldon, N. C., with the Seaboard Air-Line system, and its new extension to Atlanta and the Southwest, which works in close alliance with the Atlantic Coast Line as a route to the more Southwestern Gulf States, and the rich and rapidly developing interior country traversed on the way there.

The mileage of the Atlantic Coast Line itself is 1,114; it represents an investment of \$7,500,000 or \$8,000,000, and an annual business of nearly half as much. Of the twelve roads in this union, three originate in Virginia, the Richmond, Fredericksburg and Potomac not counted, although it links this system to the Pennsylvania. These three are the Richmond and Petersburg and Petersburg Railroads, operated as one by the system, and the Norfolk and Carolina.

The twelve roads of this system are the three just named, and besides them the following: the Northeastern, Cheraw and Darlington, and Cheraw and Salisbury, of North Carolina, the Wilmington and Weldon, Wilmington, Columbia and Augusta, and Central Railroad, of South Carolina, all three roads crossing both the Carolinas; and the Albemarle and Raleigh, Manchester and Augusta, and Florence Railroads, minor roads of North Carolina. Of these the Wilmington and Weldon is by far the most important. It is a trunk line, with its branches, 636 miles long, and is the back bone of this system.

The connections of this system to the Southward are of very great importance to the city of Richmond, whose merchants have for years enjoyed an immense trade with the South Atlantic States, and especially with the Carolinas. Both

the Richmond and Petersburg and the Petersburg railroads connect at Petersburg with the Norfolk and Western Railroad, which runs from



W. O. BURTON, Building Contractor.

the sea-coast of Virginia to the line of Tennessee, with laterals to the famous coal, iron and zinc mines of Virginia. The Petersburg Railroad connects also at Weldon with the Seaboard and Roanoke Railroad, which is a part of the Seaboard Air Line system, now extended, as has been said, so as to embrace the uplands of North Carolina, South Carolina and Georgia, and the Wilmington and Weldon Railroad connects at Goldsboro with the Richmond and Danville system (Piedmont Air Line), passing through the immense pine stretches of North Carolina and cotton belts of South Carolina and Georgia. The many cross-lines, branches and feeders of the Atlantic Coast Line system draw from the four States of North Carolina, South Carolina, Georgia and Florida a vast traffic, and turn it towards Richmond, thus making the city a base of supply and distribution for all that thickly populated region.

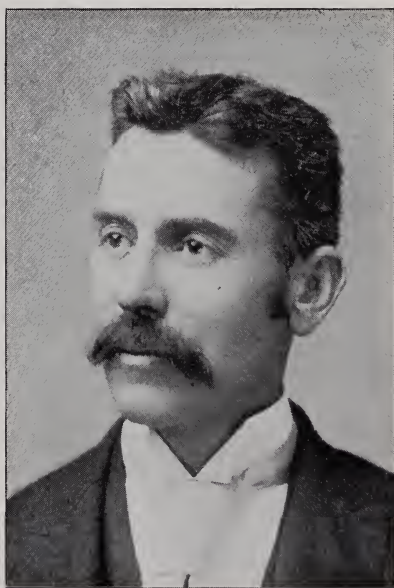
The principal cities on these lines are RICHMOND, Norfolk and Petersburg, Va., Wilmington, Goldsboro, Tarboro, Plymouth, Florence and Weldon, N. C., and Columbia and Charleston, S. C. Its principal freight traffic is general merchandise, fertilizers and fertilizing material, the latter a natural product of its tributaries in

Carolina, lumber, also a Carolina product, tobacco and cotton. Considerable of its income is also derived from carriage of the mails.

By its connection with the Plant system at Charleston, S. C., a fast mail schedule is maintained between Washington and Charleston, between Washington and Jacksonville, and between Boston and Jacksonville. Passengers taking the fast Pennsylvania mail, leaving New York at 9 P. M. Saturday and Tuesday, reach Tampa at 9 P. M. Monday and Thursday, and make connections with the Plant Line of steamers for Key West and Havana the same night.

Four daily passenger and four daily freight trains are run over this route between Richmond and Charleston, respectively its northern and southern termini. The time made by its passenger trains is nearly 40 miles an hour; by freight, 25. It is well equipped and kept in first-class order.

The general offices of this system are at Wilmington, N. C. HENRY WALTERS, vice-president; J. R. KENLY, general manager, and T. M. EMERSON, traffic manager, have headquar-



G. W. PARSONS,
Architect and Builder.

ters there. Several heads of department are, however, resident here, among them Mr. FRED. R. SCOTT, president of the Richmond and Peters-

burg Railroad; Mr. E. D. T. MYERS, general superintendent of the same and of the Petersburg Railroad also; and Mr. R. M. SULLY, superintendent of the Richmond division of the system, resides at Petersburg.

The two roads of this system that are in Virginia, the RICHMOND AND PETERSBURG, and PETERSBURG RAILROADS, are, as has been said, consolidated for the purposes of management, and are practically one. The Richmond and Petersburg Railroad was chartered in 1833, and has been operated since 1835. It originated with Richmond and Petersburg capitalists, but the stock of the company is now largely owned in Baltimore, although its management is in the hands of residents of this city still. It has a length of 27 miles, and its net earnings last year were about \$100,000. This road is the joint owner, with the Richmond, Fredericksburg and Potomac, of the handsome and commodious Union Passenger Depot here, which cost, with its appurtenances, \$200,000, and in the same way of the bridge and belt line which makes the circuit of the West End of the city. It has also lately erected a larger freight depot, and notwithstanding these heavy expenditures, it has continued to pay a handsome dividend annually. The time by it to Petersburg is less than forty minutes.

The Petersburg Railroad runs from Petersburg, Va., to Weldon, N. C., there connecting with the Wilmington and Weldon Road of the Atlantic Coast Line, a distance of 61 miles. It was chartered in 1830. During the late civil war it was both financially and physically crippled, and went into the hands of a receiver in 1877. It was reorganized and restored to the stockholders in 1879, and since that time its physical condition has been brought to the highest standard, and its earnings have steadily increased.

Mr. Scott, president of this consolidation, is a capitalist of this city. Mr. Myers has been known in connection with these roads for a quarter of a century.

NINE THOUSAND MILES LONG.

The RICHMOND AND DANVILLE RAILROAD, commonly known as the "R. & D." or "Danville," is a combination of some thirty Southern lines, which were acquired either by purchase or lease, the whole operated under one general management as the Richmond and Danville Railroad Company. The nucleus of this system was the Richmond and Danville Railroad Company, in-

corporated March 9, 1847, for a railroad between the cities of Richmond and Danville, a distance of 140 miles. This nucleus, expanded during the 45 years since, forms the Richmond and Danville system, which, with a mileage of 3,185 miles, exclusive of water lines, is the backbone of the Richmond and West Point Terminal Railway and Warehouse Company, known among railroad people as the "Terminal." This Richmond and Danville mileage, added to that of the Central Railroad of Georgia, the East Tennessee, Virginia and Georgia, and the Queen and Crescent roads makes 9,000 miles controlled by the Terminal Company—more than any system in this country except one.

The title "Piedmont Air Line" is also applied to the Richmond and Danville Railroad because its route lies at the foot of the Blue Ridge for nearly 800 miles, in the Piedmont section of the South, and the name is frequently used on advertising matter as a brief and concise definition of the country over which the line passes.

The extreme terminals of the Richmond and Danville system are Greenville, Miss., on the Mississippi river, its Southern and Southeastern terminus; and Washington, D. C., and West Point, Va., its Northern and Eastern termini. From Richmond, at the head of the Tide Water section, the road passes through Southside Virginia, over a table land to the valley of the Little Roanoke, and follows the valley to Danville, Va., at the foot of the Blue Ridge.

West Point, Va., is the deep water terminus of the system, and connections are made there with water lines for the cities of Baltimore, New York, Boston, and Providence. An enormous volume of merchandise, destined to the interior, is handled through this port; tobacco, the products of Southern cotton mills, lumber and raw cotton, constitute principally the East and North bound tonnage, which has its destination in Eastern cities, Liverpool and Continental ports.

The line of this road between West Point and Richmond is one of historical attractions. About a mile from White House station, on this division, can be seen from the car windows the old brick mansion in which George Washington wooed, won and wed the widow Custis. It was at White House landing, a station 24 miles from Richmond, that McClellan disembarked his troops, in 1862, for the campaign of the Seven Days' Battles.

The line of the Virginia Midland Railroad, which is located through the Northern part of Virginia, passes the fields of more than a score

of battles. This section of country, which has Manassas for a common point, with a radii of 50 miles in all directions, is chiefly noted for



J. Q. DICKINSON,

Of J. Q. Dickinson & Bro., Building Contractors.

its stock and grass farms; thence over the line of road until Lynchburg, in Middle Virginia, is reached, the country is principally given up to the cultivation of grain and hay. Danville, in Southern Virginia, on this line, is the center of a great tobacco district, which extends from that city over a circuit upon which Lynchburg, Va., and Henderson, Oxford, Greensboro, and Ashville, N. C., are the outposts. Beyond Greensboro, upon this line, and on to the Mississippi river, cotton is principally grown, except that in late years, the Southern farmers have given considerable attention to the cultivation of vegetables and melons for Northern markets. The facilities of rapid transportation of these products has enabled them to compete profitably with competitors on the coast, and nearer the great cities of the land.

It seems almost like "treating Nature with contempt" to pass over the mountain division of this line in North Carolina without some reference at least to its infinite scenic variety. But "space," to employ the conventional term, "forbids." For though artists and poets and novelists have made this Land of the Sky their subject and

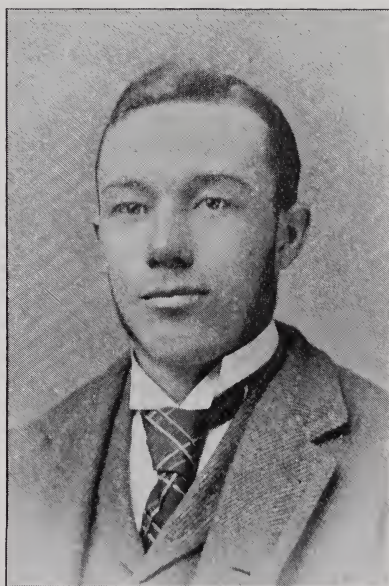
theme, its fame is not what it merits. This is the region of the French Broad and Nantahala rivers, along which latter it is proposed to make another National park; and it is a region, too, not solely remarkable for its picturesque charms. Its wealth of mineral and forest resource makes it one of the most inviting fields for investment in the land.

An interesting fact in connection with this line is, that Captain PHIL. M. SNIDER, who took the first Richmond and Danville train into Danville, is still in active service on its York River branch as conductor.

The principal executive officers of this system are located in New York and Washington, D. C. JAMES H. DRAKE, general freight agent, and J. S. B. THOMPSON, superintendent of the Richmond and Danville Division proper, have headquarters at Richmond in the *Times* building. The local passenger agent is Mr. JOS. S. POTTS, 919 East Main street.

FROM SEA TO THE HEART OF THE WEST.

THE CHESAPEAKE AND OHIO, operating over 1,300 miles of track, and one of the leading rail-



W. P. DICKINSON,

Of J. Q. Dickinson & Bro., Building Contractors.

way systems of the United States, extends from Cincinnati, via Richmond, to Newport News,

Old Point Comfort and Norfolk, with Washington, D. C., and Lexington, Ky., as additional terminals. It has also a trackage arrangement



J. E. STOWE, Jr.,

Of Stowe & Nuckols, Building Contractors.

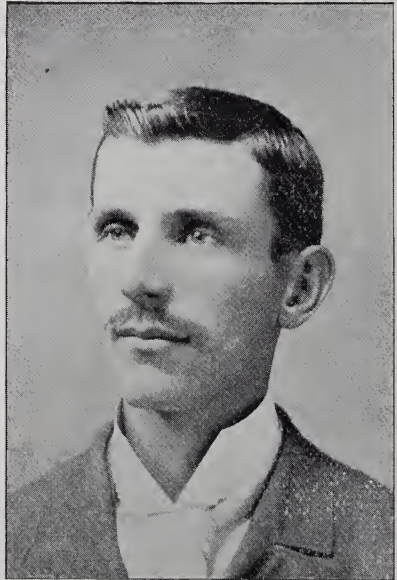
affording through train service to and from Louisville in the West, and Baltimore, Philadelphia and New York in the East.

The Cincinnati Division, which follows the south bank of the Ohio river, and the Lexington Division, which traverses the famous blue-grass region of Kentucky, unite at Ashland, Ky., whence the line continues Eastward through the rich coal and iron fields of the Virginias, dividing again at Clifton Forge, from which point to Richmond the main line goes via Staunton, Charlottesville and Gordonsville, and the James River Division via Natural Bridge and Lynchburg. The Peninsula Division extends from Richmond to the seaboard, and the Washington Division from Gordonsville to Washington. There are branch lines to Hot Springs, Craig City, Lexington, Va., and other points.

The roadbed, which has no superior, is laid with seventy-five-pound steel rails, and is rock-ballasted throughout. Stone culverts and iron bridges have replaced all old structures, and the line is rapidly being double-tracked. New equipment, both freight and passenger—the latter the finest ever turned out of the celebrated Pullman shops—has been acquired dur-

ing the past two years, and to-day the Chesapeake and Ohio is in the front rank of American trunk lines, not alone in physical condition, but in its management and the volume of its traffic. It represents an investment, all told, of about \$119,000,000, and its operating expenses approximate \$6,000,000 annually.

It has an enormous traffic of coal, coke, and iron ores, the products of its West Virginia and Virginia tributaries; and of grain, cotton, tobacco, and other staples from the West and South, consigned to Newport News, for export by steamship lines controlled by the company. About 150 freight and 62 passenger trains are run over the line daily. The company owns one of the largest elevators in the country, and a valuable floating property at Newport News, and operates ferries on Hampton Roads, and at several points on the Ohio river. Contracts have been let for the construction of a number of first-class steel freight steamers, to ply weekly between Newport News, Liverpool and London, under the name of the "C. & O. Steamship Line, Limited." It is expected that this line will be opened by the first of August, 1893. New piers and a passenger station have recently been completed at Newport News, costing up-



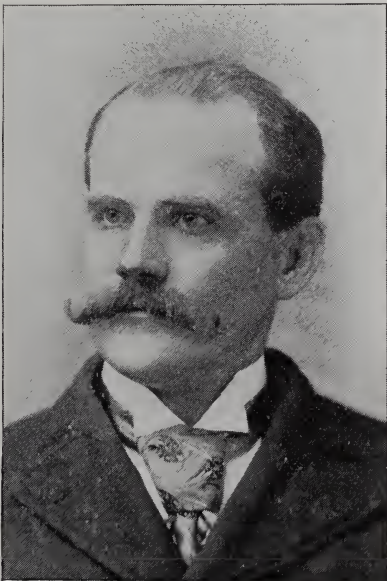
J. THOMAS NUCKOLS,

Of Stowe & Nuckols, Building Contractors.

ward of \$1,000,000, and a well-defined plan for the improvement of the property in general is

being consistently followed by the management. Included in this plan is the expenditure of a large sum at Richmond for the construction of a belt line, connecting the James River division with the main stem, a suitable depot, etc. The company owns at Richmond a very valuable property, embracing an immense elevator, shops, etc., and over a quarter of a mile of the water front of the city. It has under consideration, by agreement with the municipal authorities, a plan for the utilization of this vast water-power and dockage, which cannot fail to be of great and lasting advantage to the city.

The most important branches of the Chesapeake and Ohio are from Balcony Falls to Lexington, 21 miles; Bessemer to Craig City and Newcastle, 26 miles; and Covington to Hot Springs, 25 miles. On the main line are such centers of trade and population as Cincinnati, Portsmouth and Ironton, Ohio; Covington, Newport, Maysville, Lexington, Winchester, Mt. Sterling, Ashland and Catlettsburg, Kentucky; Huntington and Charleston, West Virginia; Covington, Staunton, Charlottesville, Lynchburg, Richmond, Newport News, Norfolk and Portsmouth, Virginia, and Washington, D. C.

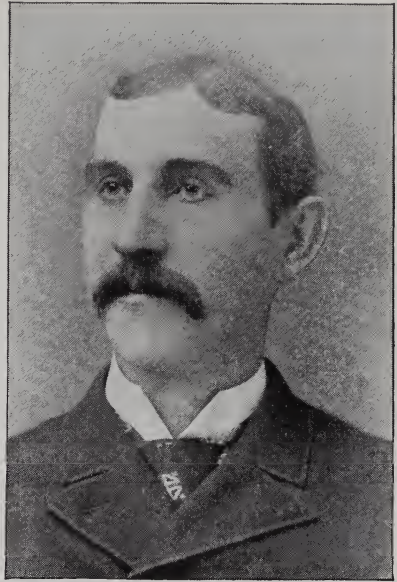


RICHARD E. ELMORE,

Of Trexler & Elmore, Building Contractors.

Connections are made with railway and steamship lines as follows:

At Norfolk and Old Point with the New York, Philadelphia and Norfolk Railroad, and steamers for New York, Providence, Boston, Balti-



WILLIAM TREXLER,

Of Trexler & Elmore, Building Contractors.

more and Washington; at Richmond, with the Atlantic Coast Line, Richmond and Danville and Richmond Fredericksburg and Potomac; at Doswell, with Richmond Fredericksburg and Potomac; at Charlottesville, with the Richmond and Danville; at Lynchburg, with the Richmond and Danville, and Norfolk and Western; at Basic City, with the Norfolk and Western; at Staunton, with the Baltimore and Ohio; at Charleston, with Ohio Central lines; at Huntington, with the Ohio River Railroad; at Kenova, with the Norfolk and Western; at Winchester, with the Kentucky Central Division of the Louisville and Nashville; at Lexington, Ky., the Louisville and Nashville, Queen and Crescent, and Louisville Southern; and at Cincinnati, Louisville and Washington, with lines diverging.

The history of the road is scarcely a matter of general interest except as it shows the enterprise and perseverance of those who made it a success. It was chartered in 1836; completed to Louisa Courthouse in 1839; to Gordonsville in 1840; to Charlottesville in 1851; and to Staunton in 1854. The war put a stop to construction, the road then being graded and ready for the rails as far as Covington, Va. After the war,



RESIDENCE OF W. J. READY,

Building Contractor and Brick Manufacturer.

for several years, it was in financial difficulties, from which it was rescued by the Huntington interest, headed by the late General Williams C. Wickham, who was for twenty years a guiding spirit in it. In 1873 the line was completed to Huntington, W. Va.; 1881 to Newport News, Va., and Lexington, Ky.; and, finally, in 1889, the last link from Ashland to Cincinnati. The James River Division, formerly known as the Richmond and Alleghany Railroad, was acquired in 1889. Since 1888 the affairs of the company have been under the immediate control of President M. E. INGALLS, by whose able management the property has been brought to the very latest standard of efficiency.

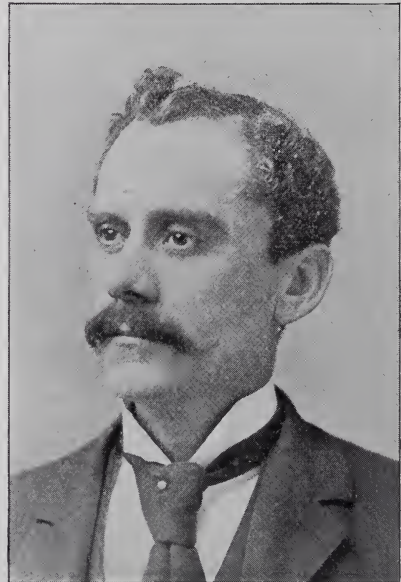
The company's offices in Richmond are in the Pace building. Prominent among the officials located there are: DECATUR AXTELL, second vice-president; C. E. WELLFORD, secretary; T. O. BARBOUR, treasurer; H. T. WICKHAM, general solicitor; L. F. SULLIVAN, auditor; GEO. W. STEVENS, general manager; E. D. HOTCHKISS, general freight agent; C. LORRAINE, general baggage agent; JOHN D. PORTS, division passenger agent; H. FRAZIER, chief engineer.

The Chesapeake and Ohio has greatly bene-

fited Richmond in the past by its direct line from that city to Cincinnati and Louisville, and its immediate connection with the great railways of the West, Northwest and Southwest tributary thereto; but the full force of its influence in this direction has not yet been felt. The future is full of promise, and Richmond must inevitably share in the increasing prosperity of this great commercial highway.

ANOTHER HIGHWAY WEST.

THE NORFOLK AND WESTERN RAILWAY affords Richmond the full extent of its 1,120 miles' length of transportation facilities by its traffic arrangement with the Richmond and Petersburg Railroad, from Petersburg here, which practically gives it an entrance into this city. The main line of its road extends from Norfolk, at the seacoast of Virginia, through Petersburg and Lynchburg, Roanoke and Radford, to Bristol, a distance of 408 miles. It has branches as follows: from Roanoke, Va., to Hagerstown, Md. (the old Shenandoah Valley Railroad which it has ab-



W. J. READY,

Building Contractor and Brick Manufacturer.

sorbed), running through Virginia, north-east at the base of the Blue Ridge Mountains, 239

miles; Cripple Creek Junction, Pulaski, Va., to Goshen, on the North Carolina line, 67 miles; New River Branch, Radford to Pocahontas, 75 miles; Clinch Valley Branch, Bluefield to Norton, not far from the Kentucky line, 103 miles; Columbus, Ohio, to Kenova, on the Ohio river in West Virginia, 139 miles; the Ohio Extension, Kenova to Bluefield, 205 miles; Lynchburg, Va., to Durham, N. C., 115 miles, and Roanoke, Va., to Winston, Salem, N. C., 122 miles. These branches show it to be a road ramifying the Valley of Virginia, and the south-west mountain region of the State, penetrating North Carolina in several directions, and by the recent extension of its main line through to Ohio, affording a route directly through from Richmond and the South Atlantic, to Chicago and the Northwest.

The Norfolk and Western connects at Norfolk with all steamship lines entering that port; at Hagerstown, with the great Pennsylvania Railroad system; at Bristol, with the East Tennessee, Virginia and Georgia system, and at Norton, Va., with the Louisville and Nashville system; en route through Virginia, with the Atlantic Coast Line system, the Chesapeake and Ohio and Richmond and Danville Railroads; and at Columbus, Ohio, with the great trunk lines to Chicago, the Lakes and the Northwest.

The traffic of this road (of which traffic Richmond is getting and furnishing a pretty fair share) is very large in coal and iron produced along this line, and in lumber, wheat and cotton. It has, in fact, the greatest coal and iron traffic

of any road in the land. Of coal there was carried by it in 1892, 3,600,000 tons; of iron, 1,000,000 tons, and coke, 500,000 tons. It is also one of the best equipped roads in the Southern States. It runs fast passenger trains. It has its auxiliary coal barge line from Norfolk to New York, Philadelphia, Boston and New England ports.

It has a progressive management which has



RESIDENCE OF PETER COPLAND, STONE CONTRACTOR, RICHMOND.

done its best to further the development of the country through which it runs. An account of it 1890, says: "Last year's industrial improvements on the Norfolk and Western Railroad were 12 blast furnaces, 8 rolling mills, 68 foundry and machine works, 85 wood working establishments, 151 other manufacturing plants, 43

iron mines, 9 coal mines, 2,600 coke ovens, and 45 hotels; not to speak of street railway and electric plants, water and gas works, etc.; and the good work still goes on. The works now contemplated and actually begun, quite equal in number and importance those enumerated in these few lines." This quotation illustrates the advantage Richmond derives from this road. It has developed what is practically a new country, and one still in process of development; a district which, of all others in the State, may be called new, and a district promising more than all the rest.

The Norfolk and Western is owned by Philadelphia, New York and foreign capitalists. Its president is FRED. J. KIMBALL, of Philadelphia; J. H. SANDS, of Roanoke, is vice-president and general manager; C. G. EDDY, of Roanoke, vice-president and traffic manager; W. B. BEVELL, also of Roanoke, is its general passenger agent. Its operating departments are located at Roanoke. Its agents here are: R. W. COURTNEY, passenger department; F. L. WORD, freight department.

THE LOCAL LINE.

THE FARMVILLE AND POWHATAN RAILROAD 92 miles, although not a direct highway of the city, is yet of importance as a transportation agency of its infield or immediate surroundings.

This road is, as an enterprise an old one; but in its present shape is a new project which has taken form within the last three years. Part of it was built as long ago as 1848, by the Clover Hill Mining and Railway Company, and passed from these original hands to those of the Bright-hope Mining and Railway Company. About three years ago the present company acquired it.

This company has for its principals capitalists of this city, and along its line. N. V. RANDOLPH, paper box manufacturer here; Howard Swineford, insurance agent; O. T. WICKER, merchant of Farmville, Prince Edward county; Franklin Stearns, capitalist of Richmond; C. P. E. BURG-WYN, civil engineer; W. S. ARCHER, merchant of Richmond; Joseph Hobson, planter of Powhatan county; and J. R. Werth are the directors. Mr. Werth is general manager.

They have invested about \$2,000,000 in this property. The line extends from Farmville to Bermuda, Chesterfield county, on James river, opposite City Point. It will shortly be extended however from Swift Creek, Chesterfield county, to Manchester, and will then, of course, practically have Richmond for a terminal. Other extension are contemplated into the county of

Buckingham. It has one short branch now, from Coalboro two miles to Winterpark, in Chesterfield county. It makes connection en route with the Richmond and Petersburg, and the Richmond and Danville roads. Its principal traffic is in the forest products of the country along the line, such as lumber, cross ties and cord wood. There are coal mines now in course of operation and development on its line, which have necessitated the purchase of additional rolling stock by the company to handle their output, and iron mines that are likely to be worked; and it is proposed by the extension to Manchester to provide a market for these resources. The Bright-hope Mining Company was organized for this purpose, and several mines were operated on that line, which for a time were flooded and closed, but New York capitalists are now developing this property and taking such steps that disaster cannot come again. The lumber the road handles approximates a tonnage of 25,000 annually. It costs but \$76,000 a year to operate it, with two regular freights and one special daily and one passenger train. It is three and a half hours trip from Farmville to Bermuda.

Manager Werth is a native of the city, of long experience in this and kindred lines. He was superintendent of the Bright-hope Railway and Mining Company before this company absorbed it. The office of this company is at 703 Main street.

THE RICHMOND AND CHESAPEAKE TUNNEL.

WORK on a tunnel, under the city, to afford entrance for the Richmond and Chesapeake Railway, another line to the North, has lately been recommenced, after some years of interruption. This project, along with the others referred to herein, the new depots, etc., is significant of important prospective extensions of the transportation facilities of the city.

MARITIME AND FOREIGN BUSINESS.

THE maritime and foreign business of Richmond now grown, in spite of many drawbacks, to a considerable aggregate, flows in divided current through many channels. The foreign export trade in particular is thus diffused; it has five different outlets; and the benefits of concentration in this regard are hardly to be looked for until the work of the James river improvement, which has been undertaken, and proceeds apace, is complete.

Exports of the Southern staples make the great

bulk of the foreign commerce of the city; the imports foreign are an inconsiderable fraction of the city's trade, but their volume however, steadily grows.

The maritime business of the city is chiefly a coastwise traffic with New York and the other large cities of the North Atlantic Seaboard, done partly by regular steamship lines and partly by small sailing craft.

Under the conditions prevailing at present, four other places have a share in that branch of the city's commerce, which is, strictly speaking, foreign trade: West Point, Newport News, and Norfolk in Virginia, and the autocrat of American commerce, New York. West Point is forty miles distant from Richmond, on York river, an arm Chesapeake Bay. It is connected with the city by rail, has 22 feet of water, and is consolidated with Richmond to form the customs district which goes by the city's name.

EXPORT STATISTICS.

THE Custom House records for the fiscal year ending in July, 1892, show that the direct trade foreign of this district (that carried down James river by ships loaded here, and out of West Point) was, in value, \$6,263,000 as compared with \$2,326,915 in 1880, a threefold increase nearly, in twelve years. It is estimated that the exports foreign of the city, through the other three ports above named, brings the grand aggregate up to \$8,500,000 average a year.

This direct trade foreign employed, during this fiscal year of 1892, 23 ships. It embraced 118,000 bales of cotton, 2,209 hogsheads of tobacco, and 23,500 barrels of flour—\$5,890,000 worth of the first item, \$170,000 of the second, and \$130,000 of the third. The foreign flour trade of the city—a South American trade—is, under certain exigencies of the business, now done mainly, if not entirely, through New York.

While Norfolk affords some inducements to the foreign trade of the city, it is upon the comparatively new port of Newport News, that—pending improvements of the James—Richmond relies for growth in this direction, because of the facilities that have been provided and are projected there by the Chesapeake and Ohio road. That company, in furtherance of its own extensive interests, involving the traffic of several States of the West and South, has built docks, piers and elevators for the convenience of shipping, and has contracted for a line of steamers to ply from Newport News to London, Liverpool and Hamburg direct; a line of six steamers,

three of 5,000 tons and three of 4,000 tons, equipped for cattle carrying and general freight, to be ready this coming fall.

THE COASTWISE TRADE.

THE coastwise business of the city has transportation facilities afforded it by two regular lines of Atlantic Coast steamships, the CLYDE and OLD DOMINION, of three boats each; a river line (the VIRGINIA) of two boats (one now building, and numerous small sailing craft, of the number of which no custom-house record is kept. They represent, however, 750 arrivals a year, as compared with 300 by the steamships; and there are 66 of them registered in the district, of 5,572 aggregate tons, as compared with 39, twelve years ago, of 4,657 tons. Their business is the carrying of coal, ice, lumber, tan-bark, brick, fertilizing material and commodities of the heavier sort.

For the convenience of this shipping two tow-boat lines are maintained, and there are ample wharfage facilities at Rocketts (the lower or eastern end of the city), and in the dock at the mouth of the old James river or Kanawha canal.

The following facts are of interest in this connection: The distance from sea to the wharves at Richmond is 120 miles; to Hampton Roads 106 miles. There is 18½ feet depth, clear in the stream to Warwick Landing, which is 4 miles below the city. Thence here the depth is 16½ feet. The rise and fall of the tide here is 3½ feet; below Drewry's Bluff, about seven miles down, it is less. The bottom of the stream is sand in shoal places; there is no ice of any consequence; wharfage is free; freights usually plentiful.

Towage foreign is 40 cents per registered ton; coastwise 20 cents; coal-carrying capacity both ways. Pilotage, sea to Hampton Roads, is \$2.50 per ton for ten feet draft; \$3 for ten to thirteen feet; \$3.50 for thirteen and fourteen; \$4 for fourteen to sixteen; \$4.50 over sixteen; and outward pilotage the same. Masters can obtain a pilot's license, good for one year, at ten cents net registered tonnage.

Discharging ballast is 20 cents per ton. Stevedore charges—stowing flour 1.3 to 2 cents per barrel; ceiling grain 1 cent a bushel; discharging salt 1 cent a sack; and coffee the same.

UTILITY OF THE JAMES.

As a navigable highway, then, permitting vessels of sixteen feet draft to reach the landings at Richmond, the James is of manifold advantage to the city. It is a grand water pike

through the Tidewater district of the State, available for small craft of all sorts; it affords the means of foreign trade direct, though in a limited way yet; but it is chiefly valuable as an avenue for the city's coastwise trade, and, incidentally, as an equalizer of freight rates. It has been said, in fact, that it affords this city the favor of $17\frac{1}{2}$ cents a ton less than usual rail rates between Richmond and sea.

It is no small work of improvement that already has been done upon this river. Since 1870 the general government has expended nearly \$1,000,000 in widening and deepening its channel; and the city, for its part, has put into it \$500,000, and is still making regular appropriations for the harbor. At the time these improvements were begun, twenty years ago, the harbor here had but 10 feet of water at high tide, or $6\frac{1}{2}$ low, and there were shoal places like that between here and the sea. Now there is a continuous $18\frac{1}{2}$ foot channel nearly to the city, and fully $16\frac{1}{2}$ feet of water to the wharves. Work is now proceeding, under a \$200,000 appropriation, to make the depth 20 feet high, or 17 low tide throughout, and the intention is to continue until ultimately 25 or 26 feet is gained. Then Richmond on the James will be Richmond, practically, on the sea; the disadvantage of its hundred and odd miles inland offset, and more than offset, as experience elsewhere proves, by its proximity, on the other hand, to the populous interior; by its convenience, in short, as a distributing point *inland*. A project, indeed, has been mooted to establish new docks for it a mile or two further down stream, so as to avoid the necessity of making a basin in the rock bottom here; and to hasten the good time coming when Richmond shall be great, if not, indeed, greatest, as a port.

COASTWISE LINES.

THE PHILADELPHIA, RICHMOND AND NORFOLK STEAMSHIP LINE is one of the "Clyde" Southern Coast and West India Steamship lines. Its owners are WILLIAM P. CLYDE & Co., of Philadelphia and New York, who are owners also of auxiliary boat lines, like those on Chesapeake Bay, James river and the North Carolina sounds, and are largely interested also in railroads in the South, more especially those controlled by the Richmond Terminal system.

In this Richmond Division of the Clyde line, three boats run weekly, and four in case of emergency. They stop at Norfolk, West Point and City Point en route, and connect at Philadelphia with steamers for Boston, Providence,

Fall River, and other New England points. They carry a vast amount of cotton from here to the factory towns of New England, and brick from the Tidewater district of Virginia to the great cities North. They also carry considerable Southern cotton goods. They bring here a large aggregate of heavy freights to be distributed from hence to points further inland by rail.

The boats running in this line at present are the "Gulf-Stream," 1,200 tons, Captain Tunnel; the "Benefactor," 900 tons, Nickelson, master; and the "Goldsboro," 800 tons, Captain O'Neill. The general Southern agent of the line is Captain J. W. McCARRICK, of Norfolk; the Richmond agent is J. W. PROCTOR, an old railroad and steamboat man. The landing place of this line is at Rocketts, at the lower limit of the city.

To Philadelphia from Richmond by the Clyde line is 300 miles; to New York 370 miles.

THE OLD DOMINION STEAMSHIP COMPANY has a fleet of nine iron steamships plying between New York and the following cities of maritime Virginia: Norfolk and Portsmouth, on opposite sides of Elizabeth river, close to sea; Newport News, at the mouth of James river, in Hampton Roads; City Point, on James river; West Point, on York river; Petersburg, and Richmond. These boats are of modern build, and range from 1,450 to 3,000 tons. They make regular trips between here and New York city, calling at City Point, Newport News, Norfolk and Portsmouth *en route*, at intervals of two or three days each, according to the season.

This company has been operating ever since the war closed. It owns its own wharf property here and at other ports, and its craft is of as excellent accommodation as any in the coasting trade, both for passengers and freight carriage. It has its share of travel and traffic between here and the great metropolis—especially during the summer time, when business is "brisk," commercially speaking, and frequent excursions are run. The time made between here and New York is usually, wind and weather permitting, thirty-six hours; and from Norfolk, twenty-four hours.

The office of this company here is at Thirteenth and Main streets. Its landing place is at Rocketts. Its agents here are GEORGE W. ALLEN & Co., who are member of the CHAMBER.

JAMES RIVER BOATS.

THE VIRGINIA STEAMBOAT COMPANY has at present one boat plying regularly on the river between Richmond and Norfolk, Hampton Roads and Elizabeth river, and passing all

the points of interest on the historic and picturesque James; and it runs excursion boats also throughout the summer season. It is a traffic auxiliary of the Clyde Line of sea-going steamers, and connections are made by it with that line at Norfolk. Connections are made there also with the Bay Line of steamers for Baltimore, the Merchants and Miners Line for Boston and Providence, the Norfolk and Washington Steamboat line and the Old Dominion Steamship Company's line for New York.

The Virginia Steamboat Company makes railway connection with the great Chesapeake and Ohio system for the West at Newport News and Old Point Comfort, and with all railroads at Richmond, City Point, Claremont, Newport News, Norfolk and Portsmouth.

Through tickets are sold by it over all these connections, and baggage is checked through on them.

In large measure the patronage of this line is derived from tourists frequenting this part of the country. Its boats pass, among other points of interest to travellers, "Powhatan," which was the primitive abode of the great chief of that name; Jamestown Island, where the first settlement was made by an English colony in America—where the first attempt at colonization was made by Britons, in fact; and numerous other places of celebrity, as scenes of the action of the late war, among them, Drewry's Bluff; Ben Butler's Dutch Gap Canal; Malvern Hill; Bermuda Hundred, which is both a pioneer settlement and battle ground; City Point, the base for General Grant while besieging Petersburg (where his headquarters are still to be seen), and the point of junction of the James and Appomattox rivers; Harrison's Landing, where McClellan rested after the Seven Days' battles; Old Point Comfort, where the ships of Newport, Smith and Gosnold, "freighted with the prospects of a future state," found haven in 1607; and through Hampton Roads, the place of the great naval encounter of the Monitor and Merrimac in 1862, which revolutionized warfare on sea, and rendezvous of the fleets of the world for the Columbian demonstration this year; over which noble channel Fortress Monroe keeps watch and ward.

E. E. BARNEY, a planter of the James river, owner of "Homewood," Jamestown Island, and "Meadowville," all great estates, and a capitalist largely interested in manufacturing, banking and other important concerns in the West as well as here, is president of this company; J. W. McCARRICK, vice-president and agent at Nor-

folk; IRVIN WEISIGER, secretary and Richmond agent; D. M. W. WALLER, agent at Old Point. The company's landing place here is at Rocketts; its office is at 1117 Main street.

This is a new management lately come into control of this line, by whom its facilities have already been largely increased. The boat at present in service, the "Ariel," has been reconstructed—has been made, in fact, practically a new boat. New steel-hulled boats are now building for it at Wilmington, Del. It is the purpose of this new management to compete actively for all the business that can be developed, and especially for that of the tourists journeying South.

These new steamers will be equal to any afloat on the Hudson, in speed, safety and comfort; and every appliance known to the modern builder of steamboats, to further these ends, will be used. Electric lights, including a search-light, handsomely furnished saloons, state-rooms and smoke-rooms, a cafe and dining-room, on the European plan, with meals at all hours, and a faultless table service by an experienced *chef* and corps of waiters, will afford the traveller all the comforts of home. For the entertainment of the passengers each steamer will have a large orchestration, a musical instrument run by electricity, which reproduces, like an orchestra, music of all kinds, sacred, secular, grave or gay, from the masses, the operas, and oratorios, or of the so-called popular kind.

Mr. Barney has begun the restoration also of old Jamestown Island. His first step was to enclose the old church and church-yard there with a substantial fence, and to post guards to break up the scandalous vandalism which has been allowed to prevail; which has been chipping, mutilating, stealing, and putting to the basest uses, with shame be it said, the very grave-stones of the honored forefathers of the State.

He is building a sea wall to protect the island, a hotel to be provided with all modern conveniences and comforts for a summer and winter resort, and a chapel is to be built and furnished for services on Sundays. The grounds around this hotel will be beautified by landscape gardeners, and every attention will be given to excursion parties from Richmond and Norfolk, from which places a large number of persons are expected as soon as the summer season opens. He contemplates also a museum in which to store and exhibit the many valuable Colonial relics with which the island and country near it abound.

Along James river there are many old country seats and estates, dating from Colonial days, and in many cases the mansions upon them were built of bricks brought from England. Among these are Whitby, Ampthill, Presque Isle, Shirley, Berkeley, Westover, Weyanoke, Upper and Lower Brandon, Claremont and Sandy Point.

These are all rich in historical reminiscences, and the student of colonial history can find no more interesting or profitable field than James river from Richmond to Norfolk.

Many other interesting places along James river will doubtless be developed later on. With the aim in view also of building up the freight traffic of the line, the sturgeon fisheries of the lower river are to be fostered, and refrigerator chambers are to be put into all the boats for the carriage of fish, oysters, game, and other perishable commodities.

In a word, the James River Valley from Richmond to Norfolk will shortly take on a new lease of life. Desirable immigration is sure to follow all these developments, and the Tidewater country will revive its ancient glories "of the good old Colonial and Ante-Bellum days" once again.

The officers and directors of the new company (to succeed the Virginia Steamboat Company later on, and into which it is to be merged, under the name of the VIRGINIA NAVIGATION COMPANY) are: EDWARD E. BARNEY, president and manager; Major A. H. DREWRY, first vice-president; Captain J. W. McCARRICK, of Norfolk, second vice-president.

Directors (besides the above): Mr. M. E. Ingalls, president Chesapeake and Ohio Railroad; Mr. B. F. Clyde, of W. P. Clyde & Co., Philadelphia and New York; Mr. C. P. E. Burgwyn, of Richmond; Messrs. J. D. Platt and O. F. Davisson, of Dayton, Ohio.

Mr. IRVIN WEISIGER will be the Richmond agent of the new company.

The RICHMOND TOWING AND TRANSPORTATION COMPANY controls, as the only concern of the kind here, the towing service of the port. Its principals are principals also in the GOODMAN MANUFACTURING COMPANY of this city, and are of Goodman Brothers, dealers in bark. The bark-shipping business of that firm is done by means of schooners largely, and they found it to their interest, a year or so ago, to buy out the tow-boats here. They have a fleet of six of them, and a steam yacht, and they tow chiefly to Hampton Roads; but sometimes, also, as far as Baltimore, Md. They have \$125,000 invested

in the business, and 40 hands employed. The tugs vary from 16 to 22-inch cylinders.

MORTON B. ROSENBAUM, of the firm of M. Rosenbaum & Co., is president of this company; SIG. M. GOODMAN, vice-president; JOSEPH M. ROSENBAUM, secretary and treasurer, and MORTON A. GOODMAN, general manager and superintendent. The office of the company is at Nineteenth and Cary streets, with the Goodman Manufacturing Company.

THE VIRGINIA DREDGING AND DOCK CONSTRUCTION COMPANY, which has its office at 819 East Main street, was incorporated at the beginning of the current year by the Legislature, with \$500,000 authorized capital. The purpose stated in its charter is this: The dredging of harbors, the construction of docks, sub-marine diving, and removing of wrecks. This work it proposes to undertake anywhere within the Virginias, Maryland and Carolinas—along the South Atlantic coast, in fact. Leading and enterprising men of this city are stockholders of this company. Its officers are C. P. E. BURGWYN, civil engineer, president; THOMAS ELLETT (secretary and treasurer also of the Virginia Mechanics' Institute), secretary and treasurer.

The directors are Lewis Ginter, of Allen & Ginter, tobacco and cigarette manufacturers; N. V. Randolph, paper-box manufacturer, and James Werth, general manager of the Farmville and Powhatan railroad.

The WARWICK PARK TRANSPORTATION COMPANY, of 817 East Main street, maintains, as its name indicates, a park on the James, four miles down stream from the city. This park is a favorite summer resort. It has a pavilion and other accommodations for picnickers. The company also owns steamboats, in which it conveys parties to and from the park. It is engaged, too, in the towing business. It is proposed shortly to develop a general transfer and drayage business also out of this project. This company has \$500,000 authorized capital.

Following are its officers: NORMAN V. RANDOLPH, president; C. P. E. BURGWYN, vice-president; and THOMAS ELLETT, secretary and treasurer.

SHIP BROKERS AND EXPORTERS.

CURTIS & PARKER, of 10 South Eighteenth street, are really the only straight-out ship brokers doing business at Richmond. They are vessel owners themselves, engaged mostly in the coasting trade.

This firm is an old one. It was established in 1867 by John A. Curtis and John N. Parker.

Mr. Curtis' son, R. B. T. Curtis, was a partner in it until his death a short time ago.

Mr. JOHN A. CURTIS is a well-known citizen of Richmond. He has long been prominent in the councils of his party, the Democratic, and is an active political worker. He was a member of the City Council for ten years, and was in the State Legislature three terms. He was a sailor in his earlier years, and during the war he served for a while in the army of the Confederacy, and then in its navy.

Mr. R. T. PARKER, his partner, was admitted to an interest in May, 1891. He is a son of the John N. Parker, who was one the founders of the business.

D. O. SULLIVAN, grocer and ship chandler, at the corner of Eighteenth and Main streets, has been established there for about eight years, and has acquired during that time a very large trade with vessels of all kinds frequenting this port, and especially with coasting vessels plying between here and Northern seaboard points. He is a dealer in ship-stores, tobacco, groceries and cigars, carrying a very complete stock. He had long experience of the trade with other houses before he began on his own account here. He acts as a consignee, also, for vessels, prepares ships' papers and attends to the clearance of vessels and goods through the Custom House, and does a ship-brokerage business, both coastwise and foreign.

WILLIAM W. BRAUER & Co. (William W. and Frederick C. Brauer), exporters of cattle, do a very extensive business through the ports of Boston, New York, Philadelphia, Baltimore, Newport News and Norfolk, and are regular shippers in chartered vessels to London, Liverpool, Glasgow and other large United Kingdom markets, through agents resident there. They get cattle from all the districts north of quarantine lines, and employ from 90 to 150 hands as helpers for the stock *en route*, according to the state of trade.

They maintain headquarters here, because this is their residence, and the place in which their business originated. Their father was a butcher here, up to 1870, who, beginning in a small way, succeeded in building up a very substantial business. They succeeded him, and from trading in cattle for domestic consumption, finally, in 1890, graduated into the export trade. They own considerable property here, and are accounted men of substance as well as success.

Their business, in fact, is one of the largest of the kind in the State. South-west Virginia furnishes, every fall, from five to eight thousand head of export cattle, most of which are handled by this firm. All this export stock are prime beeves weighing upwards of 1,400 pounds, and the highest priced grade of cattle produced in the United States.

TRANSPORTATION AND MARITIME BUSINESS.

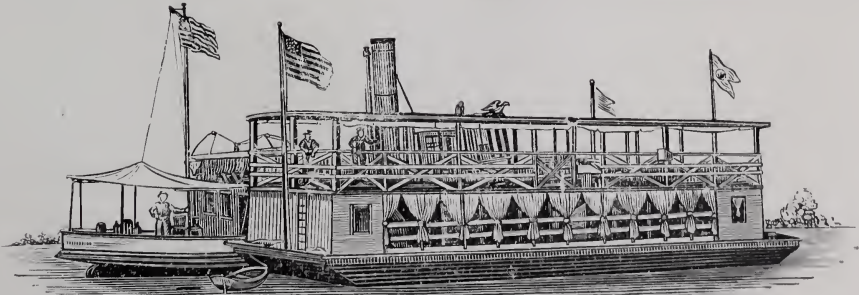
Railroads of Richmond	6
Mileage	14,500
Passenger trains daily arriving and departing	80
Freight trains daily arriving and departing,	71
Total	151
Passenger arrivals daily	2,500
Railroad freights received and shipped annually, tons	2,085,000
Water freights (sail not included), tons	375,000
Total freights annually, tons	2,460,000
Steamship lines (9 boats)	2
River lines (2 boats)	1
Vessels owned at Richmond	66
Depth James river to Richmond	16½ ft.
Clearances, foreign, 1892	23
Clearances, coastwise	1,046

Exports foreign—direct :

Leaf Tobacco	\$170,000
Flour	128,000
Cotton	5,890,000

Total Exports \$6,263,00

Imports—Coffee and Liquors chiefly . . . \$70,000



BOAT AND BARGE OF THE WARWICK PARK TRANSPORTATION COMPANY.



FACTORIES OF THE ALLEN & GINTER BRANCH AMERICAN TOBACCO COMPANY.

(Described in this chapter.)

TOBACCO—LEAF AND MANUFACTURED.



OR considerably more than two hundred years Virginia has been famous as one of the world's great seats of tobacco production; and Richmond, as the chief city of the State, has been likewise renowned—quite as long, and fully as much, in fact—as a market for the staple, and as a place of its manufacture.

HISTORY OF THE TRADE.

IT was while Virginia and the Carolinas were all one—a vast *terra incognita* extending from Halifax to Cape Fear, with a liberal margin of debatable extremities—that gallant and courtly but unfortunate SIR WALTER RALEIGH first introduced “My Lady Nicotine” to the notice of the polite and learned of Britain and Europe. That was in 1585, so the tradition runs; though some say the date should be 1560 instead; and that it was not Sir Walter who first popularized the philosophers’ pipe, but the Frenchman, JEAN NICOT, from whose cognomen the technical name of the plant is derived. Be that as it may, within twenty-seven years after the time Raleigh is said to have brought smoking into fashion, and while the Jamestown colony was yet, so to speak, in swaddling clothes—a settlement only five years’ old—the indigenous weed was already cultivated hereabouts, as a staple crop, and was a commodity of trade; and by 1617, and for a long while after, for that matter, was the medium of exchange, the legal tender for taxes and tithes; the parson’s thankfully-accepted scrip; the *quid pro quo* for the laborers hire; for a knife, a hound, a slave, and, even, in those simple and unconventional days, for a wife. In 1619 20,000 pounds of it were sent to the mother country; and between 1621 and 1632 inspection was regularly established, warehouses built, and prices fixed by law. Thus, gradually but surely, the Red Man’s crude nepenthe became solace for all the world.

RICHMOND’S SHARE IN THE TRADE.

THE exports of tobacco from Virginia and Maryland in 1710 were nearly 30,000,000 pounds. In 1730 a fleet of 300 vessels was employed in the tobacco trade of these two States and about this period the first regular factories were established. From the beginning Richmond participated prominently in the industry, and to this hour has maintained its early-won prestige as a primary market and center of both the trade in leaf and manufacture from it against every adversity and all competitors. Louisville and Cincinnati, perhaps, handle leaf in greater quantity, but of the cheap Western varieties chiefly; and this city, as the market-place for the superior products of the great tobacco belt of the Virginias and Carolinas, holds its lead in values and quality, and is likely, apparently, with the growth of its tributaries, long to retain it.

IMPORTANCE OF THE BUSINESS.

THE tobacco trade, all things considered, is the mainstay and sheet-anchor of the city’s commerce. Leaf and manufactures together, it forms 25 per cent., fully, of the city’s total trade. The leaf trade alone supports 120 members of the Tobacco Exchange, who are regular dealers, and numerous outsiders in addition. It employs, it is said, nearly as great a capital as the banks of the city, and aggregates now in sales eight or ten million dollars a year. Manufactures of tobacco here, embracing stemmeries and establishments preparing the leaf, and factories making plug and chewing brands, cigarettes, cigars and cheroots, employ, according to the statistics for 1892 recently compiled, a total of 8830 hands, something like \$4,000,000 capital, and have an output, in gross, of \$15,670,000 worth of product annually. At this rate, the grand total of the tobacco business of the city is \$25,000,000 a year.

From this revenue district, comprising Richmond and Petersburg, nine-tenths of all the tobacco exported foreign from this country goes; and nearly \$50,000,000 revenue tax has been paid by this district since the war, an average

of \$1,750,000 a year. Nor is this all. Richmond is largely interested in and identified with the trade of many minor markets of the State and its neighbors, like Lynchburg and Danville, Va., and Durham and Winston, N. C. Its tobacco men have branches in these; have invested in their factories; and prices here very largely regulate theirs.

ENTERPRISE ILLUSTRATED.

IN the development and control so long of all this trade, the enterprise of the native stock has been pronounced; for the business has been in the hands of the Virginians always. There are many persons in the various branches of the trade here whose forefathers were in it for generations before them; and some of them trace lineage in it as far back, even, as its origin.

To the fame and prosperity the city enjoys through this business, the proverbial high-toned spirit of the people has contributed not a little; and that spirit has been effective to maintain as high a standard of morals in the traffic as of quality in the product; so that Richmond in spections and methods have come to be universally accepted, and this market to be the resort of buyers from all parts of the world.

Permanently resident here are several "Regie" or crown purchasers, *i. e.*, those procuring stock for the European governments which monopolize sale and manufacture of tobacco in their dominions. And the manufactured products of the city are in such widespread and extensive foreign demand that some of the largest factories here are run upon export brands almost entirely.

EXTRAORDINARY GROWTH.

The cigarette business here has had an astonishing development, and has been the means of vast amplification of the business of tobacco culture in this and adjoining States. Within six or seven years the cheroot business has taken its rise here, and with amazing evolution has reached, in that short while, greater proportions than anywhere else in the land. The mechanical necessities of these rapidly growing branches of the trade have stimulated invention, machine-manufacture, box-making and dependent industries as wonderfully; and the betterment of business generally here, of late, is very largely to be attributed to the progress made in city and State through the manifold blessings showered upon them by NICOTIANA.

THE TRADE IN LEAF.

The figures presented herein respecting the tobacco business of the city are those of W. E. DIBRELL, editor of the *Southern Tobaccoist*, statistician of the trade here, and the accepted authority of the daily press of the city in its annual trade reviews.

Virginia, says he, grows nearly every known variety of tobacco, and Richmond handles nearly every grade and class of it, and in almost every shape and form demanded by the world. The sorts handled most largely, however, are the dark for shipping and export (both directly and through various foreign agencies, like the Regie agents, and representatives of foreign firms), and the bright or yellow flue-cured of Virginia and West Virginia, North and South Carolina. Large quantities of both these are repacked here for shipment, either as received or are stemmed; and both kinds come here "loose" (direct from planters), as well as in hogsheads and other packages.

Richmond is, besides this, the great and almost only market for "sun-cured" tobaccos, the finest grown, which are raised in the counties adjacent and contiguous to the city, and are manufactured here into the very best plug. The Western "Burley" leaf also enters into the trade here to some extent. It is handled to fill orders; mostly of the manufacturers utilizing it.

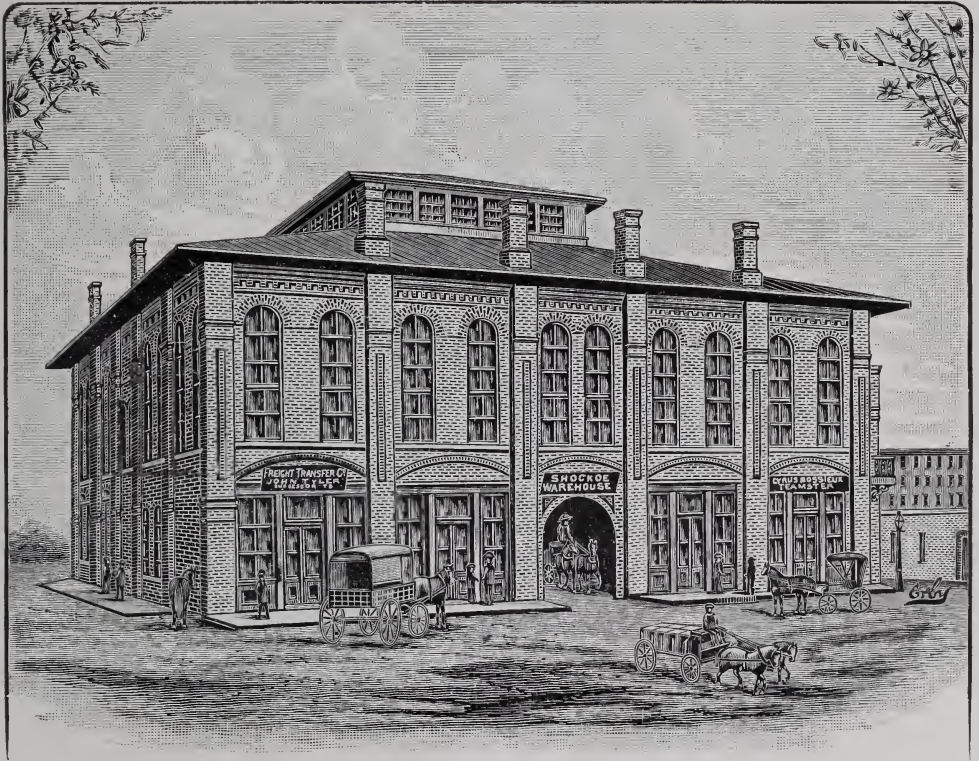
FACTS AND FIGURES.

By expert Dibrell's account the leaf tobacco handled here aggregates 50,000,000 pounds annually, of which 25,000,000 pounds is bright, and 15,000,000 pounds dark leaf, in hogsheads, tierces and other packages, and 10,000,000 pounds is the loose leaf, both bright and dark, which forms of late a large and fast increasing fraction of the trade. It is in this loose leaf business, in fact, that the great estincrease in the leaf trade here is shown; more especially is this to be remarked, indeed, of bright, which has only lately been handled much loose. During the year ending with September 30th, 1892, over \$1,000,000 worth of loose tobacco was handled here; more than twice as much as the increase, even than that during the year to year before; and all signs point to a greater come.

Formerly the great bulk of the leaf handled here was the old-fashioned black or dark, heavy export tobacco of Virginia; but with the remarkable growth of the cigarette business, and

of the manufacture of mild brands of plug and cut tobaccos, there has been a great change in the trade. Fully 60 per cent. now of the leaf tobacco handled here is bright. There is still, however, a good demand for the dark leaf, and especially for the sun-cured sort, upon which the fame of many of the Richmond plug brands are based; and for foreign orders, English Continental and Australian, particularly. Western "Burley" sells here in limited quantity—only two per cent. of the total, it appears—and that chiefly for manufacture into plug, which business, to keep fully abreast of the times,

before the war, and reorganized after it. Reference has already been made to it, and its officials are mentioned under the head of commercial organizations, in a preceding chapter. The warehouses used for storage of tobacco here number nineteen. Their storage capacity is 32,000 hogsheads. Five of them are devoted now to the loose leaf trade. The stemming, rehandling and reprizing (repacking) factories number now 20 or 25, according as business is brisk or the reverse. They represent about \$750,000 capital invested in the business, \$2,320,000 of output, and employ 780 hands. They are of



THE TOBACCO EXCHANGE.

must cater to every taste, and does, as a matter of fact, as the sketches of the factories that follow herein, certainly show.

FACILITIES OF THE MARKET.

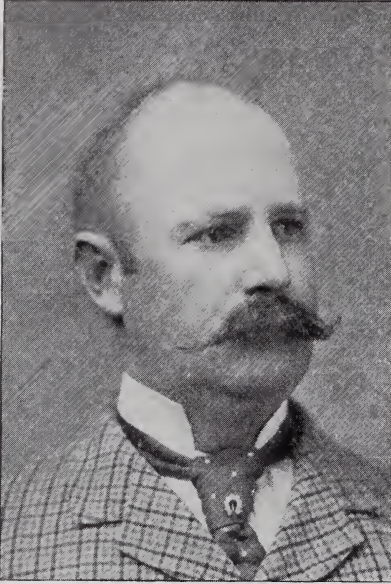
The facilities here for the trade are ample. Inspection is in the hands of an exchange known as the TOBACCO TRADE OF THE CITY OF RICHMOND, representative, in its membership, of all branches of the business. It is an old body, organized long

two kinds, those that do only their own work, and those that work for the public, as described hereafter.

The Regie purchasers are those of France, Italy, Spain and Austria. L. BORCHERS, Austrian consul, is buyer for that country; E. O. NOLTING, German and French buyer; ALFRED GRAY, French; and I. N. VAUGHAN, Italian and French. The exports of leaf, through the custom house in the fiscal year 1891-92, were, it appears, 2,209 packages, valued at \$170,000.

LEADING DEALERS IN LEAF.

CHARLES E. ELLISON, buyer and reprizer of leaf tobacco, scraps and stems, at Twenty-eighth



CHAS. ELLISON,
Dealer in Leaf Tobacco.

and Main streets, has a place 50 by 130, and three stories, affording storage for 1,500 hogsheads. He makes a specialty of scraps, stems, and all other grades of leaf tobacco, and is a shipper to all parts of the United States and Europe; and, in addition, he bales all grades of common stems for fertilizing purposes, a use to which this material is largely put in New England and Florida.

He is successor to S. A. Ellison & Bro., established twenty years ago. He hails originally from North Carolina, where, as here, he was engaged in this line only. He has been in the leaf trade in fact, in one capacity or another, all his life, and is, very naturally, an expert respecting the staple.

CHARLES WATKINS & Co. (Charles Watkins, late of Hill, Skinker & Watkins) are leading commission dealers in leaf tobacco and grain, with offices at Shockoe Slip. Hill, Skinker & Watkins were ten years in business, when Mr. Watkins succeeded them in 1882. Bright leaf is his specialty, and his business is a large one. It makes him one of the prominent dealers here.

He is from North Carolina originally, and has been identified with the tobacco trade in one way or other from his youth. He was a manufacturer of it in the Old North State, was incidentally engaged in general merchandising there, and has been very successful in it. He is one of the G. OBER & SONS Co., manufacturers of fertilizers at Baltimore, Md., is a prominent member of the Tobacco Exchange here (or Tobacco Trade of the City of Richmond, as it is called), and also of the CHAMBER OF COMMERCE. For a full term of two years, indeed—1886 and 1887—he was president of the former.

JOHN M. TAYLOR, commission merchant for the sale of leaf tobacco, at 16 and 17 Crenshaw Building, Shockoe Slip, was born in Oxford, N. C., May 21, 1866. He was educated at the famous Horner Military School of Oxford, and commenced the leaf-tobacco business in Oxford in 1883. He moved to Richmond in January, 1884, and engaged in business with Mr. R. H. Dibrell. In January, 1886, he formed a copartnership with E. J. Parrish, of Durham, N. C., for the purpose of carrying on the leaf-tobacco



CHAS. WATKINS,
Dealer in Leaf Tobacco.

commission business in Richmond, to which partnership he succeeded in 1889, on Mr. Parrish's retirement.

He is president of the JOHN M. TAYLOR LEAF TOBACCO COMPANY, a concern incorporated under the laws of the State of North Carolina, of which J. S. Carr, of Durham, N. C., is vice-president, and John W. Smith, of the same place, secretary. Its capital stock is \$30,000; its principal office is in Richmond. He is a director also of the People's Building, Loan and Trust Company.

He makes a specialty of "bright leaf," and is a shipper to all parts of the Union and an exporter to European countries. His sales aggregate from \$150,000 to \$200,000 per annum.

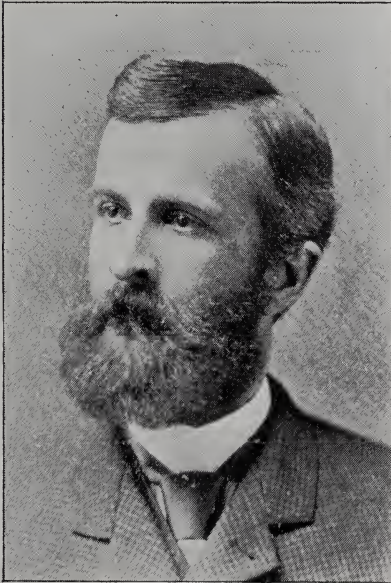
P. LIGHTFOOT WORMELEY, dealer in leaf tobacco, has a warehouse on Eighteenth street, between Main and Cary streets, and a stemmery at Twenty-first and Cary, which furnishes employment to from 75 to 150 hands, and is in charge of his brother, C. L. WORMELEY. This stemmery has a capacity of 1,000,000 pounds annually. He handles tobacco largely on commission for European houses, as well as for the home trade.

Mr. Wormeley's transactions in leaf as dealer and rehandler, will aggregate \$1,500,000 a year,

Kentucky and Tennessee leaf as well. He has been in the trade since 1872, and is thoroughly conversant with it in all its phases.



JOHN M. TAYLOR,
Dealer in Leaf Tobacco.



P. LIGHTFOOT WORMELEY,
Dealer in Leaf Tobacco.

L. H. LIGHTFOOT, dealer in leaf tobacco and rehandler of it, at 106 South Thirteenth street, is a native of Caroline county, Va., where the best of the famous "sun-cured" leaf is raised. He was reared in that county, and has been identified with the tobacco business from his youth, so that he knows every phase of it, from "plant-bed" to plug. He has worked in the factories and has taken pains to post himself, and he is at present, besides his occupation as a dealer and broker in leaf on his own account, buyer of leaf for and a director of the E. T. PILKINTON COMPANY here, and is buyer of all the stock for their famous old brand of "Fruits and Flowers."

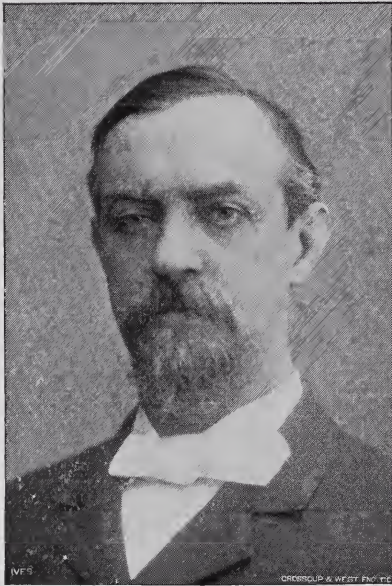
He has made himself an expert, in short, in his business, and although one of the youngest members of the Tobacco Exchange here, he has a noteworthy reputation. As a dealer, he enjoys a large European trade, which last year he solidified by a special visit, during his trip abroad, to many leading manufacturers and dealers over the big water.

He has a warehouse and rehandling factory at 1011 and 1013 East Canal street; has numerous hands employed there, and he handles in

mostly tobacco prepared for export, which is his specialty. He handles the bright North Carolina product largely, but also the dark Virginia,

the course of an ordinarily good year, all told, from 1,500,000 to 2,000,000 pounds of the great staple of the State and its neighbors.

The OLD DOMINION TOBACCO WAREHOUSE, operated by the firm of SUBLETT & CARY, in connection with their very extensive commission business, is one of the largest tobacco warehouses of the city. This firm handles a very large proportion of the stemming tobacco crop, received in the Richmond market, in addition to consignments of export grades, and its sales mount up in the hundreds of thousands of dollars annually—exactly how many is scarcely a matter pertinent to this account.



R. C. MORTON,
Dealer in Leaf Tobacco.

Sublett & Cary, in fact, have been in the tobacco trade here for twenty-seven years. They have been exceptionally successful in it, and both members of the firm have acquired by means of it interests in banks, real estate and other solid concerns.

Mr. WILLIAM CHRISTIAN is manager of the "Old Dominion" for them. He was formerly manager of the Shockoe Warehouse. He has had life-long experience of the warehouse business.

The Old Dominion Warehouse is situated at the corner of Eleventh and Byrd streets.

R. C. MORTON & Co., commission merchants handling leaf tobacco (R. C. and W. W. MORTON), are father and son. Mr. R. C. Morton is one of the oldest, that is to say longest in the tobacco trade, here. He established himself in the business before the war; was out of business during the hostilities and resumed when peace was again restored. He shipped the first hogshead of tobacco from Danville to Richmond after the fighting ceased.

He has been one of the most successful merchants of his line, also, and has accumulated considerable resources. He is one of the oldest directors of the Merchants National Bank; is president of the Richmond and Manchester Land Company, and is interested in many enterprises of the State, notably in the development of mineral properties.

His son and partner has been in the trade for the last five years, and has been a partner for three years of that time. He does most of the selling for the house.

They are very large receivers of the finest bright leaf of the North Carolina tobacco belt, and of the Virginia dark variety. They are members, of course, of the Tobacco Exchange, and have their office in the building of that body, which is shown in an illustration of this chapter.

J. M. CONRAD'S SONS, leaf tobacco brokers and commission merchants, dealing in all grades of bright tobacco grown in Virginia and North Carolina, at 1300 Cary street, do a very extensive business with manufacturers and other dealers everywhere in the United States. They have large dealings with the trade here, in Louisville, St. Louis, Cincinnati, and other parts of the West.

They receive, in the course of business, from 3,000 to 5,000 hogsheads of tobacco, equivalent of \$500,000 to \$700,000 of value. They store principally in the Shockoe and Davenport Warehouses. They have two representatives on the road.

The house of Conrad's Sons is an old one. Its business was established forty years or more ago by the late J. M. Conrad, father of its present principals, CHARLES H. and P. T. CONRAD, the latter, of whom succeeded him in 1882. C. H. acquired his interest in 1886. Both had long experience of the trade before they became principals in the business.

Their principal factory is located at Danville, Va., and is in charge of the senior member, Mr. C. H. Conrad.

THORNTON & Co., buyers and rehandlers of leaf tobacco and strips, at Twenty-second and Cary streets, have capacity there and do a business aggregating a million pounds. Their place is three stories, 84 by 120 in area. In it they employ from 25 to 50 hands. They make a specialty of the trade in black wrappers, large quantities of which, prepared by their own processes from ordinary leaf, they ship to outside factories, as well as sell to those here. A considerable quantity of bright leaf also enters into their aggregate of transactions.

Mr. F. A. P. THORNTON, the head of this house, has been in the tobacco trade since his seventeenth year. He was with the large tobacco manufacturing house of P. H. Mayo & Bro. for eleven years before he embarked in the leaf trade on his own account. He is a native of the city, and as a successful dealer, a man of resources and property.

THE FARMERS' TOBACCO WAREHOUSE, situated on Eleventh, between Main and Cary streets, has a capacity of a thousand hogsheads. From 2,000 to 2,500 are annually stored and inspected in it. It is 50 by 110 feet, and four floors, and was originally erected for the storage of iron. It passed into Mr. JOHN A. MOSBY's hands in 1880, and he is its proprietor still. He is a son of the late John Mosby, who was sheriff at one time, and also inspector of tobacco in the Shockoe Warehouse. He has himself been in the business since his school-boy days, and is regarded as one of the best authorities here in matters pertaining to the Virginia staple.

STAPLES & MARTIN, commission merchants in leaf tobacco, at Shockoe Slip, make a specialty of the trade in the fine and dark export leaf for which Virginia is famous, and Richmond the principal market. They get it also from Kentucky and Tennessee, where considerable is grown, besides. They are, in fact, the largest handlers of fine export leaf here, and, as such, do most of their business at their own place, and but little on 'Change. These premises of theirs are large, their sample-room especially, in which they have, from time to time, representation of what is stored in warehouses here and elsewhere, which, in the commercial sense, is passing through their hands.

Their business was established in 1851, by Mr. W. T. STAPLES, senior member of the firm. The interest of Mr. R. J. MARTIN, his partner, dates from 1887. He had, however, a lengthy experience before that; has had, in fact, about twenty-five years of it since he first went into the trade.

THE FACTORIES.

THE chewing and smoking-tobacco factories of the city now number 32, according to the count of the *Dispatch* newspaper, January 1, 1893. They employ \$2,700,000 of capital and 4,700 hands, and their output is valued at \$9,100,000.

The cigar, cheroot and cigarette factories number 63, employing \$1,600,000 capital and 3,350 hands, and having an output of the value of \$4,250,000.

If to these totals be added those of the stemmeries and reprizing houses, the grand total for the tobacco factories of the city is 112 establishments, employing \$5,030,000 capital and 8,830 hands, and having an output of the value of \$15,670,000 for the year.

The United States census figures covering the year ending May 31, 1890, were: 89 establishments, employing 6,332 hands, \$5,346,897 capital, and having a product of \$9,696,202 in value.

The census of 1880 showed 92 establishments, employing 7,120 hands, and \$1,908,714 of capital and \$7,998,691 worth of product. The output then, it would seem, has doubled in value in twelve years.

The remarkable growth of the cigar, cigarette and cheroot business is shown by a comparison of the 1880 census figures, and those of the *Dispatch* for 1892. The number of factories of that sort by the census of 1880 was 26; by the *Dispatch* it is now 63. The hands employed in 1880 by the census were 358; by the *Dispatch* now are 3,350: nearly a tenfold increase. The output in 1880 by the census was \$343,702 in value; by the *Dispatch* it is at present \$4,250,000; an increase of more than 1,200 per cent. in twelve years, or 100 per cent. average a year.

Other figures indicating the magnitude of this business as well as of the trade generally are these:

The total revenue collections of the district in 1892 (fiscal year to June 1) were \$1,756,055, \$1,085,549, of which was for tobacco, and \$722,837 cigars, cheroots and cigarettes.

The exports of manufactured tobacco from the district for the same period embraced: 61,348 cigars; 37,379,100 cigarettes and (Petersburg included) 10,931,422 pounds of tobacco, 60 per cent. of the latter item, Richmond's production. The estimate of the exports direct of manufactured tobacco from here annually is \$2,150,000.

Some of the largest tobacco and cigarette

factories in the world are located at Richmond, and no center of the trade has a higher reputation for the quality of its product. Among these great factories the following are notable :

ALEXANDER CAMERON & Co., CAMERON & CAMERON, and WILLIAM CAMERON & BROTHER, of Petersburg, Va., are allied concerns by reason of the fact that all three have the same principals, although each operates independently. They constitute as a whole, in all probability, the greatest of all the American Tobacco Works, and yet they represent scarcely half of the interests these principals have in the trade, for the Camerons operate, besides three in this country, four extensive factories in Australia, situated respectively at Melbourne, Sydney, Adelaide and Brisbane.

The firm of ALEXANDER CAMERON & Co. operates a plug tobacco factory here in Richmond ; CAMERON & CAMERON are manufacturers of cigarettes, cheroots, smoking tobacco, long cut and cut plug at Richmond also. WILLIAM CAMERON & BRO. make plug, twist and navy tobaccos at Petersburg. The principals in Alexander Cameron & Co., are Alexander Cameron, of Richmond, and George Cameron, of Petersburg, and they are proprietors also of the Petersburg works. Alexander Cameron, Jr., is associated with them in their Australian trade, and is manager of all their affairs in the Antipodes.

ALEXANDER CAMERON & Co. have been established since 1865. CAMERON & CAMERON are successors to a business founded in the same year, and WILLIAM CAMERON & BRO. dates from 1856. The head of the house here and general manager of its affairs is Mr. ALEXANDER CAMERON. He personally directs the business, with the assistance of experienced heads of departments. He is considered one of the most enterprising, broad-minded and liberal residents of Richmond. He is accredited with a very large part in that industrial restoration which has come over the South, and especially this city, since the war.

They make a specialty of high-grade goods, and have for their principal customers the best foreign and home trade.

They have, indeed, a world-wide business. Besides their vast Australian business, they have trade in India, South Africa and very largely, also, in all the British Isles, provinces and dependencies.

The plug tobacco factory of ALEXANDER CAMERON & Co. is situated at 2400 to 2422 Cary street, and 16 Twenty-fourth street. Their premises there comprise a brick factory on Cary street,

44 by 160 feet, and five stories high, and a warehouse and stemmery on Twenty-fourth street, 44 by 140 feet, and also five stories. The factory is fitted up with the most improved machinery, driven by a Green steam engine of 100 horsepower, with four boilers of 200 horse-power capacity, for drying purposes. From 200 to 300 hands are constantly employed in it, and it has a capacity for 1,500,000 pounds of manufactured tobacco yearly.

The stemmery, also a massive brick structure, has a capacity for an equal amount of strips and leaf. The annual consumption of coal in the entire establishment is about 2,000 tons.

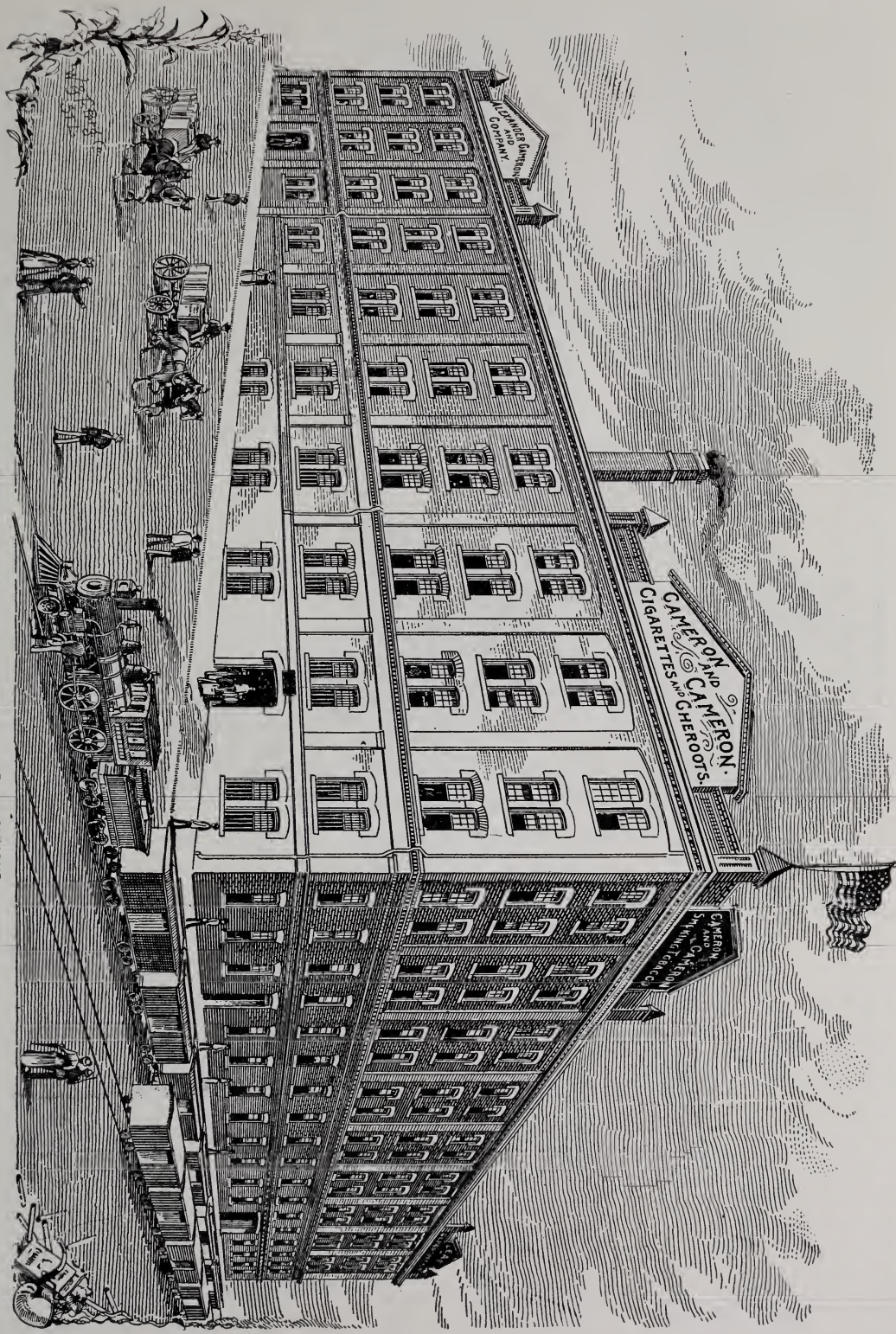
All styles of plug, twist and navy are produced from dark and bright leaf; and from the stemmery are shipped dark and bright strips. The leading brands made in this factory are the "Venus," "Queen of the Seas," "St. Andrews," "Our Game," "Canary," "Cinderella," "Flower of All Nations," "Cable," "All the Rage," "Double Pet," "Signet," "Havelock," "Galatea," "Apollo," "Pioneer's Delight," "Gloria," and "Florinda."

The cigarette, cheroot and smoking tobacco factory of CAMERON & CAMERON is, likewise, a prodigious works, comprehensively equipped, and is included in the block just described.

They employ 250 hands here, and have a working capacity for a large output of cigarettes and cheroots, and of about 10,000 pounds of smoking tobacco a day. This factory is famous for its "Gold Medal," "Golden Gate," "Richmond Club," "Favorite," and "Purity" paper cigarettes; "Havanettes," Three and Five "Beauties," "Purity," "Circle Club," "Cuban Sixes," and "Favorite" cheroots; "Cuban Dainties," "Little Darlings," "Little Giants," "Centennial Pets," "Cameron's Entire," and "Old Hero" *all tobacco* cigarettes; and their celebrated smoking mixtures, "Catac," "Golden Square," "Famosa," "Richmond Club," "Richmond Star," "English Birdseye," besides "Canuck," "Purity," "Raleigh," "Virginia Bell," "Favorite," and other brands of tobacco, put up in all styles and shapes, which are celebrated, not only in this country, but in all parts of the world.

WILLIAM CAMERON & BROTHER have their Petersburg factory at Perry and Brown streets, in that city. It is a handsome, lofty and imposing structure, of modern architectural design, which a city many times Petersburg's size might well be proud to have. It occupies the site of the firm's original factory, which was burned to the ground in 1878. It is four stories high, with an orna-

CAMERON & CAMERON'S TOBACCO FACTORY, RICHMOND.

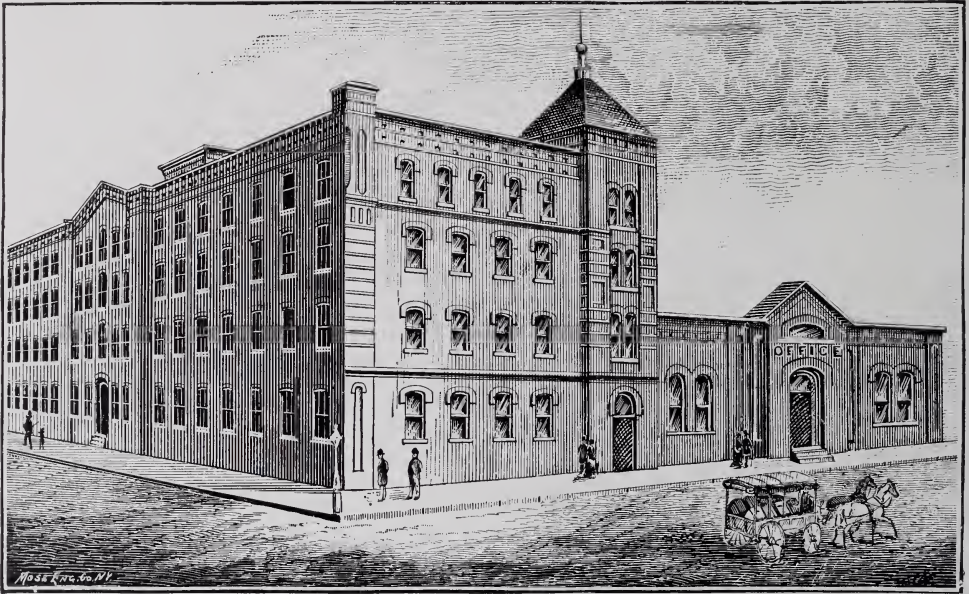


mental cupola, and has a front on Brown street of 180 feet, by a depth on Perry street of 240 feet. The offices, warehouse, engine-house and drying-rooms occupy separate buildings, which, together, form a spacious quadrangle, affording ample room for the special work of each department. But of still higher importance than even substantial and capacious buildings, is the machinery with which the various styles of plug, twist and navy tobacco are prepared, and in this respect Cameron's factory is splendidly equipped. This machinery was manufactured from designs specially prepared for this factory, and is run with three boilers of 250 horse-power capacity and a 100 horse-power engine, and its own electric light plant.

whose business ability and success have extended the firm's operations year by year.

The appointments and facilities of the Australian factories of the Camerons are quite equal in every respect to those they maintain in this country. It is not so long since those at Sydney and Melbourne were enlarged and improved at a cost of over £20,000 each. At both of these Australian factories Messrs. Cameron & Bro. have also found it necessary to establish their own bonded warehouse to facilitate the trade there, and these warehouses are under the charge of officials detailed for that special duty by the Colonial Government.

The illustrations accompanying this matter show the external appearance of the Rich-



WILLIAM CAMERON & CO.'S PETERSBURG FACTORY.

This factory alone employs over 600 hands, which means, in other words, that it feeds nearly 3,000 mouths, and has a capacity of over 2,500,000 pounds a year.

Its leading brands, the "Raven," "Havlock," "Two Seas," "Orion," "Canary," "Our Chief," "Peach and Honey," "Mazeppa," and "Pluck," are famous wherever the virtues of superior aromatic "Cavendish" and "Twist" are appreciated.

For many years past the management of this extensive and increasing business has received the personal attention of Mr. GEORGE CAMERON,

mond and Petersburg factories of this house, and are somewhat an indication also of the scope of its remarkable business.

Mr. Alexander Cameron is an active participant, also, in the good work of the CHAMBER OF COMMERCE.

J. J. HICKOK & Co., tobacco manufacturers, rank among the liveliest, most forward and most rapidly growing concerns in their trade here. They make a specialty of the genuine old Virginia "sun-cured" tobaccos, and claim for their products a natural sweetness, toughness and flavor unequalled by any other goods

on the market. They also make to order, into plug and cut plug, and in any style wanted, bright Virginia and North Carolina flue-cured tobacco, as well as the "Burley" or Western leaf.

Their leading brands of sun-cured, are Hickok's "Pure Velvet," "No. 1," "Fig," "H. D. C." and "Caroline Sun-Cured"; of navy plug, the "Royal Eagle"; and of cut-plug brands, the "Grand" and "Rose of Virginia."

They have been about three years established in their present concern, but Mr. Hickok's five year's experience as partner with Hancock, of this city, and that of Mr. J. Flood Wooldridge as

"pushed," as the trade term is, by a house with ample capital and full of energy, their goods are rapidly coming into public favor, because they are all that is claimed for them in respect of general superiority and uniform excellence.

This firm also has membership in the CHAMBER OF COMMERCE.

W. T. HANCOCK, manufacturer of plug tobaccos at Twenty-sixth and Main streets, makes a specialty of fine sun-cured goods for the domestic trade, and gives his attention chiefly to what are known in the trade as navies, twist, coil, light pressed, gold block and natural leaf tobacco. He makes seventeen brands of navies



J. J. HICKOK & CO.'S PLUG TOBACCO FACTORY.

superintendent and managing manufacturer for the same house for many years, is a sufficient guarantee that they know their business thoroughly. Like the other large tobacco manufacturers of this city, they take the whole country for a field, and have men on the road establishing their brands in new territory all the time. Their present capacity is about 1,000,000 pounds manufactured goods, and their factory, 2613 to 2619 Main street, is equipped with the latest and most approved machinery.

No firm of this city stands higher for integrity and fair dealing than J. J. Hickok & Co., and

alone; and of fine sun-cured tobaccos a dozen or more; and in addition to these a large number of ordered brands, in styles to suit the trade. He has considerable business on the Pacific Coast, and quite an Australian patronage.

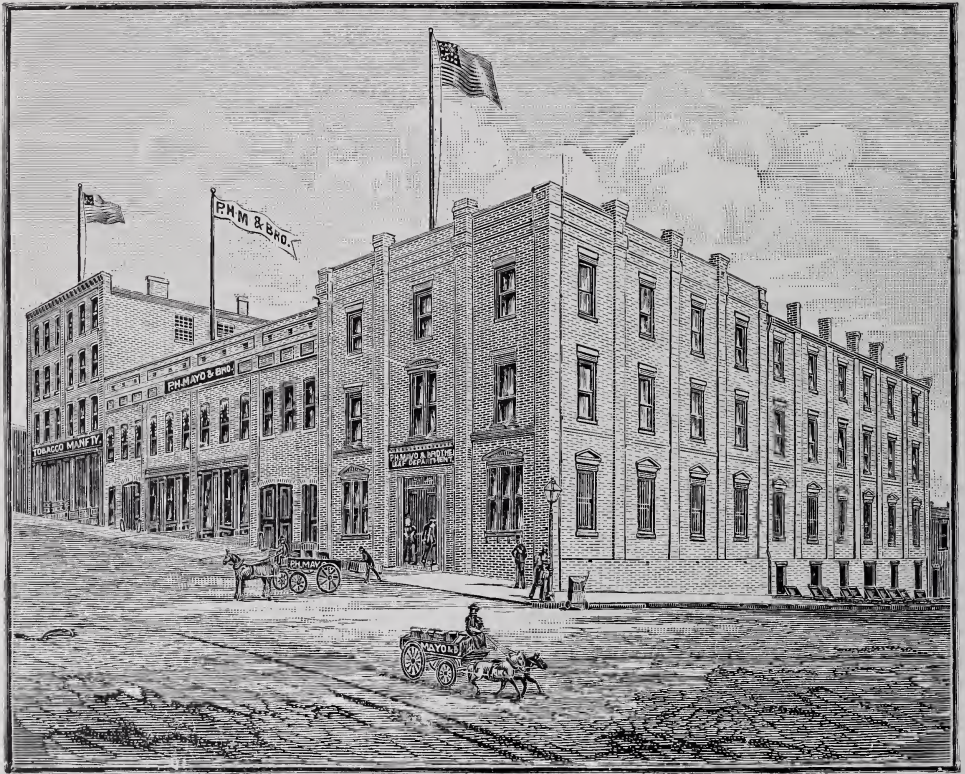
His facilities are indicated by the following facts: His factory, a five story place, cost, with its equipment, \$60,000. In it he employs 200 hands. His output is about 1,250,000 pounds a year, in value upwards of \$250,000. He has four or five men on the road selling for him.

Mr. Hancock is sole proprietor of this factory. He is successor to the firm of Salmon, Hancock

& Co., in which he was a partner when that firm began in a small way here soon after the war. To his efforts, chiefly, development of the business is due. He has been in the trade altogether thirty-five years. He is a Virginian by birth, a Confederate veteran, and director of the Security Savings Bank; and the fact also that he is a director of the CHAMBER OF COMMERCE, and was recently elected vice-president of the Tobacco Exchange, is an indication of the favor and consideration in which he is held by his associates in business generally here, where he is best known.

This factory was established in 1830 by R. A. Mayo, father of P. H. MAYO, president of the company now. Mr. Mayo has associated with him in the management, THOMAS ATKINSON, Jr., who is vice-president of the company; EDWARD C. MAYO, secretary and treasurer; and J. W. ATKINSON, Jr., assistant secretary. The Messrs. Atkinson are his nephews. The company was incorporated and succeeded the firm of P. H. Mayo & Bro. about two years ago.

The original Mayo factory was at Twenty-fifth and Cary streets. The one now occupied by the company was built in 1873. It was



THE P. H. MAYO & BRO. TOBACCO FACTORY.

P. H. MAYO & BRO., Inc., operate, at 13 to 23 South Seventh street and 113 of the same street, one of the largest of American tobacco factories. They employ \$250,000 capital in their business, have four to five hundred hands at work, and a factory of capacity to produce 400,000 pounds of the numerous superior brands which have been introduced by them or their predecessors, and found favor during the sixty-two years the establishment has been doing business.

damaged by fire about a year ago and was then reconstructed and enlarged. It covers about a third of a block, and across the street from it the company has two large leaf factories.

The brands turned out by this factory are very numerous. Some of them are made for export, others for domestic trade. Its standard specialties are: "Eglantine," "Ivy," "Mayo's Cut Plug," "Holly," "Banquet Sweet Chewing," and "Mayo's Genuine U. S. Navy," which

was the first "navy plug" ever made in this country. The company has five men on the road, and has agents besides in Liverpool and Bristol, Eng., in which cities the house of Thomas P. Jose & Sons represents them. In Boston, Stephen Tilton & Co. are their representatives; and in Baltimore, A. Seemüller & Sons do their business.

The name of Mayo is historic here. It was a Mayo who, with Byrd, laid out the city, and the family has had one or more representatives prominent in every generation here since. One of the attractions of the city to tourists, is the burial place of the great Indian chief,

pounds, and sales of 1,250,000 to 1,500,000 pounds a year. His specialties are twist, light pressed and other prevailing styles of plug, and his output is largely exported. He has, however, an excellent trade in Pennsylvania and other Eastern States and California. His leading brands are the "King Phillip," "Man's Companion," "Bright Mars," and "Trumps Long Cut." This "Trumps" brand is fast becoming the standard goods of the East. He manufactures also private brands for the trade to order.

Mr. Cullingworth is a native of the city, a graduate of the University of Virginia, has been



J. N. CULLINGWORTH'S TOBACCO FACTORY.

Powhatan, which is on the old Mayo homestead about a mile below Richmond corporate limits. This place has been the home of the Mayo family for a century and a half.

J. N. CULLINGWORTH, tobacco manufacturer of 2508 to 2522 East Main street, began in the business as an employe in 1870, and by intelligent application to it he has built up one of the largest establishments of the city. He is the sole proprietor now of a factory employing 250 hands, having capacity to produce 2,000,000

a journalist, and is conspicuous for his activity in church work, especially that of the First Presbyterian congregation. He is a director of the Manchester Paper Twine Company, and a member of the CHAMBER OF COMMERCE.

JOSEPH G. DILL, manufacturer of plug, smoking and chewing tobacco, at Twenty-first and Franklin streets, is a well known name of that trade here by reason of the extensive business and long establishment of the house it designates. Mr. J. G. Dill is dead, and the business

is carried on by his brother, Adolph. The leading brand of this factory is "Dill's Best" plug and cut plug, which originated before the war, and which has an established reputation, not merely in this country, but in foreign parts.

The house, in fact, has been in business since 1848. This factory covers, with its leaf house, about a quarter of a square. It employs 225 hands, and have a capacity of about 6,000 pounds a day. It is represented on the road by five travelling men. It has a very large Western and New England trade.

T. T. MAYO, manufacturer of plug tobacco, at 1518 Cary street, has been established for twenty years. He is one of the Mayo family which has been identified with the trade on a large scale here from its earliest inception. He manufactures, chiefly for export, the following brands: "Pride of the Nations," "Reward of Industry," "Just the Thing," and "Sweet Reverie."

His factory is 50 by 130 feet, and three stories high, and is thoroughly fitted up with the latest machinery for the business. He employs, in all, about 75 hands.

The T. C. WILLIAMS COMPANY, tobacco manufacturers at the foot of Seventh street, operates here, as a single concern, two of the largest factories, making plug and twist chiefly, and fine export tobaccos largely, not of Richmond only, but of the United States. This company was incorporated in 1889, upon the death of the late Thomas C. Williams (from whom it takes its name), as successor to the old firm of Thomas C. Williams & Co., whose predecessor was James Thomas, Jr., established more than fifty years ago. It has \$400,000 capital stock. The output of its two factories is from 3,000,000 to 4,000,000 pounds of finished stock annually. It furnishes employment to some 700 hands, and is, perhaps, the best known concern of the trade here to the dealers in foreign lands.

It was a notable establishment before the war, even, and is still manufacturing many of the brands that were originated by it then. It is best known, perhaps, by its famous "Lucy Hinton" brand; scarcely less so, however, than by numerous others, among them the following: "Mattaponi," "May Apple," "Nosegay," "Paris Medal," "Golden Eagle," "Plum," "Old Dominion," and many others for domestic consumption; and for foreign trade, "Imperial Ruby," "Bird's-Eye Twist," "Victory," "Golden Eagle," "Mabel," "Juno," "Janus," etc.

It is hardly necessary to go into details con-

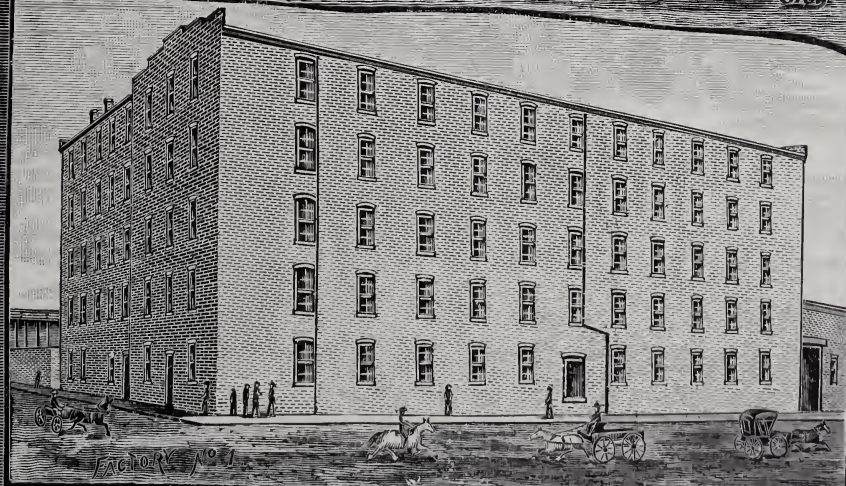
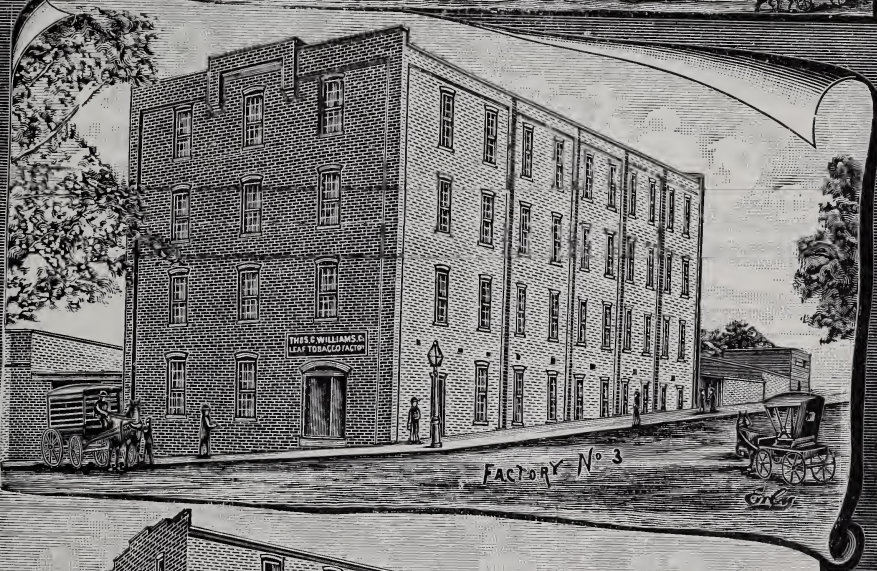
cerning the processes of manufacture in this establishment. It is sufficient to say, in that respect, that its management is in the hands of experts in the business of life-long identification with it, and that its fame, both in this country and abroad, conclusively establishes the superiority of its products. The late T. C. Williams was manager of it for the founder of the business before he reached the head of it himself; and to his efforts, in large part, the development of this trade is due. He succeeded Mr. Thomas in 1862, and the firm of T. C. Williams & Co. succeeded him in 1886. Robert S. Boshier, James T. Parkinson and Thomas C. Williams, Jr., were his partners in that firm. Mr. BOSHER is president of the company now; Mr. WILLIAMS, vice-president; Mr. PARKINSON, superintendent; and Mr. W. S. WORTHAM, secretary and treasurer. Mr. J. C. KNOX manages the company's "No. 2" factory. Mr. Boshier is a native of the city, and has been with the house from his sixteenth year. He may certainly be said to have been raised to the business. Mr. Parkinson has been in the business twenty-two years; Mr. Wortham seventeen years; and Mr. Williams eight or ten years.

The ALLEN & GINTER BRANCH of the American Tobacco Company is a concern of such worldwide celebrity that it is scarcely worth while to begin a sketch of it with descriptives.

It is known everywhere in this country by its extensive business ramifications, and by means of its special productions, and is famed abroad as a representative American industrial enterprise.

It is the greatest concern, without qualification or buncombe whatever, of the kind in the world. To Richmond, however, it is of special importance as the employer of 1,200 of its population, and the circulator of \$250,000 wages annually, not to speak of the incidental business arising from its purchases of stock and extension of its premises and appointments; for, notwithstanding its prodigious business already, it continues steadily to grow. Great as it is, however, it is a development of only twenty years' establishment. It had its origin in the start made by JOHN F. ALLEN and LEWIS GINTER in 1872. It was incorporated in 1888, and in 1890 became a branch of the American Tobacco Company, a corporation having a membership embracing the largest factories in this country.

It is under the control of Mr. JOHN POPE, managing director, and Mr. THOMAS F. JEFFRESS, cashier. Mr. Pope has been identified with the



THE T. C. WILLIAMS TOBACCO COMPANY'S WORKS.

company since its foundation ; Mr. Jeffress has been with the house about ten years.

The capacity of the factories here operated by the branch is equal to the production, annually, of 800,000,000 cigarettes and 300,000 pounds of smoking tobacco. The actual production is a little less than 600,000 cigarettes, and 250,000 pounds of tobacco.

The various factories and warehouses of the company now cover the best part of two squares here. The cigarette factory is 90 by 150 feet, and four stories high ; the tobacco factory 52 by 150 feet, and five stories high ; the leaf department 75 by 150 feet, and five stories high ; the

The American Tobacco Company, of which this is a branch, has a capital stock of \$35,000,000, and employs from 150 to 200 travelling men.

It has branches in New York city, Baltimore, Md. ; Louisville, Ky. ; Durham, N. C. ; Rochester, N. Y. ; and New Orleans, La. ; as well as here ; and it has sales agencies and distributing depots in London, Hamburg, Brussels, British India, South Africa and Australia.

Allen & Ginter achieved their distinction in the trade by their enterprise in the matter of advertising, and the branch continues to pursue the same progressive policy.

These are some of their leading brands :



PACKING DEPARTMENT, E. T. PILKINTON COMPANY'S TOBACCO FACTORY.

warehouses 150 by 150 feet, part two and part one story high ; in all, affording about five acres of floor space, the greater part of it occupied by expensive devices in the way of machinery, some of them having no counterpart in the trade, made only for this concern, and adapted to the purpose of producing its specialties. The cut on page 118 shows the external appearance of these premises.

As to the field occupied by this house, almost everyone knows that it covers the world.

Richmond Straight Cut, No. 1, Cigarettes, made of the brightest, most delicate in flavor and highest cost gold leaf grown.

Pets, made of the same stock, longer and slimmer ; Dubec (Turkish) ; Napoleon (pure Perique) and Dainties.

And of smoking tobacco : the Richmond Gem Curly Cut ; Richmond Straight Cut, No. 1 ; Oxford Hash ; Old Rip ; Imperial Smoking Mixture ; Turkish and Perique Mixtures.

The French government, after a rigorous an-

alysis of the paper and tobacco of which the Allen & Ginter cigarettes are made, has awarded them contracts to supply it with their cigarettes, in the face of the competition of manufacturers all over the world.

The E. T. PILKINTON COMPANY, manufacturers of smoking tobacco, are distinguished in the trade here as proprietors, as well as manufacturers, of that celebrated brand known and appreciated everywhere in this country, as the sales of it prove, "FRUITS AND FLOWERS."

This company is successor to E. T. Pilkinton, established thirty-five years ago. It succeeded him January 1st, 1892. It has \$60,000 capital and the following officers:

L. H. NEUDECKER, of Baltimore, president; W. G. PILKINTON, vice-president; LOUIS DE FERNEX, secretary and treasurer. These gentlemen and C. O'B. Cowardin, George Schœn, H. Theodore Ellyson, and L. H. Lightfoot are the directors. Messrs. Cowardin and Ellyson are connected with the Richmond *Dispatch* Company, as president and vice-president, respectively—its owners in fact. Mr. Schœn is in the mineral water and tobacco trade here, and Mr. Lightfoot a dealer in leaf tobacco of this city. This company's factory is at 1112 East Cary street. The cut on page 134 is a cut of its interior. It has about 30 hands employed and does a business that ranks it with the largest concerns of the kind in the land. Besides its leaders, "Fruits and Flowers" and "Fruits and Flowers Mixture," it makes a specialty of the following brands: "Golden Sceptre," "Planter's Pride," "Combination," "Old Reserve," "Commonwealth," "Farmer's Choice," and "Virginia Dart." It has six men on the road selling for it.

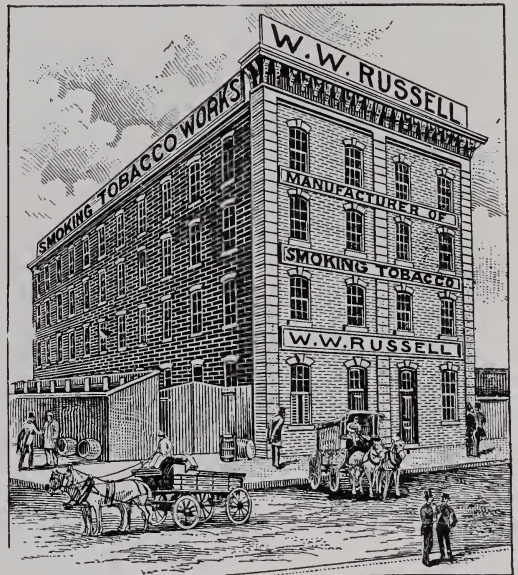
Mr. L. de Fernex, of this company, has been a planter as well as a manufacturer of tobacco. He has had, besides, business experience as banker in Italy and lawyer in Switzerland. He is a native of the latter country. This company has a membership in the CHAMBER OF COMMERCE and also in the Tobacco Exchange.

W. W. RUSSELL, manufacturer of fine smoking tobaccos at 514 North Twelfth street, has been established in that line of business since 1882; for the first eight years of this period under the firm name of E. T. Pilkinton & Co., though he was sole proprietor. Two years ago he discontinued the use of that name, as well as the manufacture of their brands, and has since been devoting his attention to fine and fancy smoking tobaccos.

His leading brands are the "Virginia Creeper," "Topaz," and "Queen of Virginia." He manufactures more granulated smoking tobacco than any other house here, and he covers a larger trade territory than any other here also. He has four men on the road in his interest, and his fancy smoking mixtures are sold all over the United States. His factory has a capacity of a million pounds a year.

Mr. Russell is a Virginian, twenty-one years resident of Richmond. A cut accompanying this notice shows the outward appearance of his establishment.

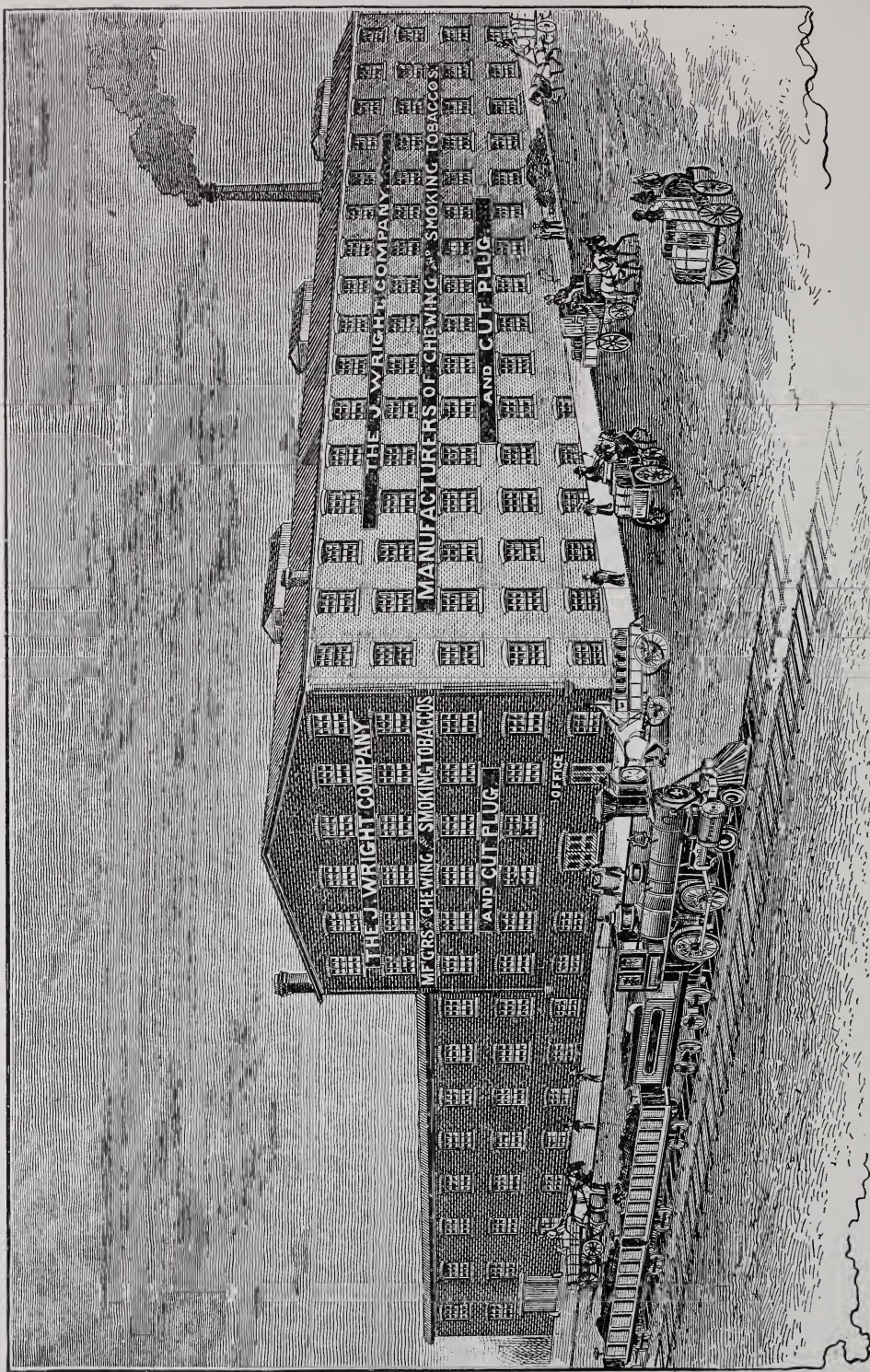
J. N. ATKISSON, manufacturer of cigars and jobber of tobacco and smokers' articles, at 1611 East Franklin street, has, besides a large city trade, a jobbing business in North Carolina and



W. W. RUSSELL'S TOBACCO FACTORY.

the two Virginias. He has followed this business on his own account here for sixteen years. He was engaged formerly, for nine years, in a managing capacity for T. T. Mayo's tobacco works, so that he has had opportunity to master the trade thoroughly in all its details.

He turns out about 125,000 cigars a year, principally the following brands, which are favorites with the public wherever they have been introduced: "La Gitana," "Monitor," "Little Dot," and "La Flor de Soto," the last a ten-cent brand, the others five-cent. He has recently introduced a fine new five-cent brand, the "J. N. A's Perfection," which is rapidly becoming popular among the local consumers.

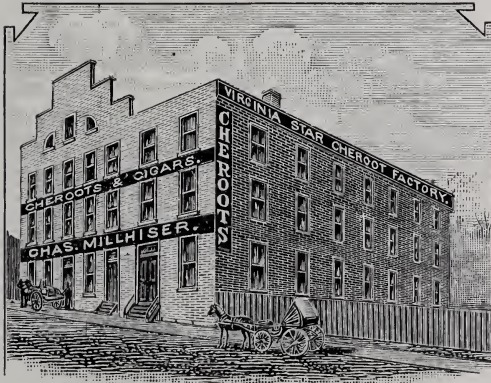


THE J. WRIGHT COMPANY'S NEW TOBACCO FACTORY.

The J. WRIGHT COMPANY, of Franklin and Nineteenth streets, at present, is successor in business to what was, eleven years ago, when it was started, the smallest tobacco factory in Richmond. The establishment of to-day is the second in Virginia in point of quantity produced of smoking tobacco and cut plug, and in point of quality second to none in the country. It has 300 hands employed, and a capacity of 3,000,000 pounds annually, and it had a production of 2,000,000 pounds in 1891. It has \$200,000 invested in its plant, and has seven men on the road selling the domestic trade, more particularly that of the New England States. It has, in short, steadily advanced toward the front among the manufacturers of tobacco here during the last six or seven years, and is now about to build a new factory at Twenty-fourth and Cary streets, with a capacity of 5,000,000 pounds, better adapted to the growing requirements of its business than the one it has at present. A cut accompanying this account shows this new establishment as it will appear when completed.

Its principal brands are: "Pride of Virginia," "Master Workman," "Winner," "College Mixture," "Richmond," "The Sultan's," "Old Medford," "Old Mill," "Silk Net," "Roll Call," "Jackson's Julep," "Driver," and "Captain's Chew;" and besides these it makes many others.

This company was organized March 1st, 1891. J. Wright is its president and principal.

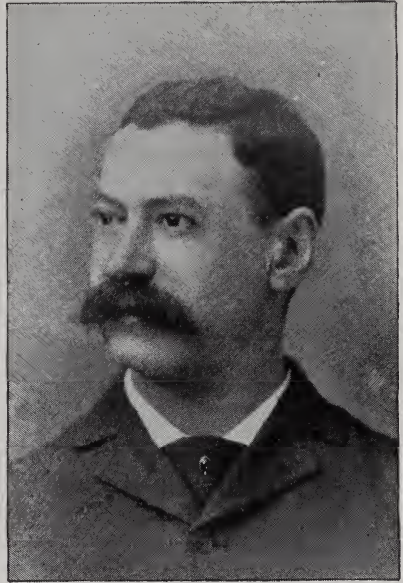


"VIRGINIA STAR" CHEROOTS FACTORY,

Charles Millhiser, Proprietor.

The "VIRGINIA STAR" cherooot factory, Mr. CHARLES MILLHISER'S establishment, which is shown in the cut accompanying this matter, is one of the representative and most notable concerns of its line at Richmond. It has 150

hands employed, and an equipment which enables it to produce its superior products at the rate of 100,000 daily, or 10,000,000 to 12,000,000 yearly. It is four stories high, and 42 by 160 feet.



CHARLES MILLHISER,
Cherooot Manufacturer.

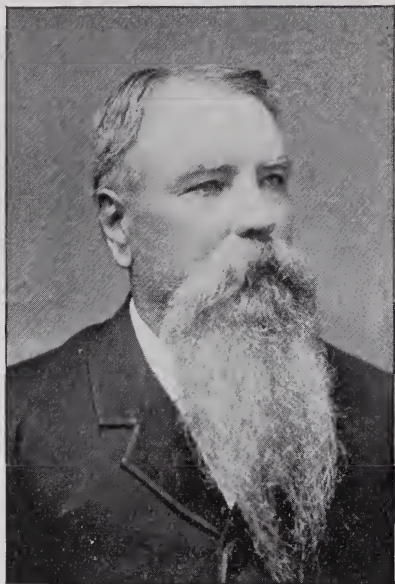
Mr. Millhiser first embarked in the trade in 1885, and he is one of the most substantial manufacturers of his line. He has resources and property to back him, and the enterprise to maintain the lead he has gained over competing concerns.

He has five men on the road selling for him. They cover nearly the entire United States, and he sells besides, largely, through brokers and others, in all the principal cities.

The "Virginia Star" cherooot is his specialty, although he makes also a number of other brands. It forms—such is the demand for it—nine-tenths at least of his output. It is made of superior stock, and is of the best workmanship. It is produced from the best New York, Pennsylvania, Wisconsin and Havana leaf, under the close inspection of competent heads of departments.

Mr. Millhiser gives the business personal supervision. He brings to his labors a long and varied experience, not merely of tobacco in its divers commercial forms, but of business generally. He is a native of the city, and was in general mercantile pursuits from 1866 until 1879.

In that year he went into the manufacture of cigars, and afterwards included the trade in leaf tobacco; and after spending six or seven



W. L. FLEMING,
Richmond Tobacco Company.

years profitably in that line became one of the pioneers of cheroot manufacture here, by establishing the "Virginia Star" factory and brand. He is, as we have said, a man of solid resources and high character, and is well known and highly esteemed here. He is a member of the CHAMBER OF COMMERCE, and is active in every good work proposed to further Richmond, and his home section generally. His portrait, an excellent likeness, accompanies this matter.

JOBBERS AND OTHER DEALERS.

RICHMOND also, as a great seat of the traffic in tobacco, has numerous houses jobbing the goods produced in its factories, some of them in combination with other staples, like groceries for instance, and others, as an exclusive specialty. Mention is made of some of the latter in the following paragraphs, and also of some leading concerns handling tobacco manufacturers' supplies.

THE RICHMOND TOBACCO COMPANY, of 1318 Main street, is a jobbing house, six years established in a large business, aggregating, perhaps, \$150,000 in annual sales to the trade of Virginia and North Carolina, which States are its field.

Its specialty is chewing and smoking tobacco and tobacco supplies. It is well known by its special brands of tobacco, "Matinee" and "Stolen Kisses." It has three men on the road.

Its proprietor is Mr. W. L. FLEMING, a member of the CHAMBER OF COMMERCE, and a merchant here since he came out of the war. He was formerly in the confectionery business here. He owns the premises he occupies, site and all. The building is three stories, 22 by 115 feet each. It is usually stocked to repletion with full lines of the brands we have named.

THE SHEILD TOBACCO COMPANY is successor to the Sheild-Shelburn Tobacco and Tobacco Supply Company, 904 East Cary street, which was organized in 1891, with \$50,000 authorized capital, and was itself successor to the partnership of Sheild & Shelburn, previously established. They are manufacturers' agents for the sale of licorice, tin foil, tobacco and cigars, a large stock of which they carry here for the convenience of the trade. Their field is the Virginias, the Carolinas, Tennessee and Alabama. They have five men out in these States selling for them, and the principals in the company occasionally



SHEILD TOBACCO CO.'S ESTABLISHMENT.

traverse this field themselves. Their annual business is something between \$100,000 and \$150,000, and its aggregate expands every year.

S. C. SHEILD is president of this company, and

G. C. SHEILD, secretary and treasurer. Both were travelling men for large houses of this and other cities before they embarked in trade on their own account. Both are, therefore, well posted and experienced business men.

DUNFORD & CALLIGAN (F. B. Dunford and A. H. Calligan), merchandise brokers and manufacturers' agents, of 1107 East Cary street, make a specialty of the trade in tobaccoists' supplies. They are Southern agents for WEAVER & STERRY (limited), of New York city, whose goods have been preferred by the tobacco trade over every other for years—their Spanish licorice, "C. G.," and Turkish licorice, "G. H.," especially, which have given uniform satisfaction wherever used; and they also handle tonka beans, gums, flavors, powdered licorice root, and patent powdered licorice extract, and olive oil. Weaver & Sterry have never before been represented in this field, and it is proposed by Dunford & Calligan, as agents for them, to push the sale of their goods in the trade territory of the city with all possible vigor and enterprise.

As jobbers of tobacco also Dunford & Calligan handle a brand of long-cut smoking tobacco, the "Cohoke," which has been popularized and is building up trade for them wherever introduced. It is put up in five-pound boxes, in attractive shape, and is sold by representatives of the firm throughout the South.

Mr. Calligan, whose portrait accompanies this matter, manages the tobacco and tobaccoists' supplies department of their business. He is a Virginian, a native of Dinwiddie county, and was, up to the time of their establishment here (November, 1892), secretary and treasurer of the Manchester Tobacco Company, and before that was with the tobacco exporting house of A. Gary. He has been in the tobacco trade, in fact, about all his life.

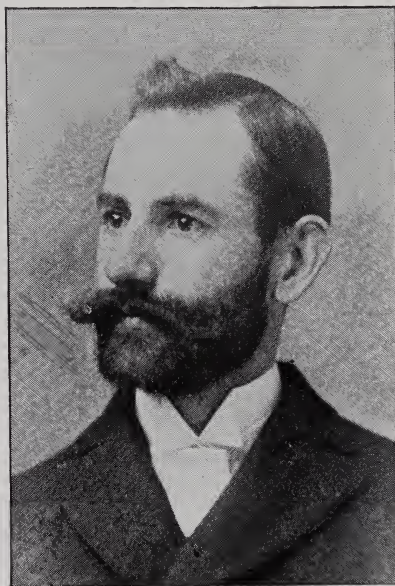
Dunford & Calligan are also engaged here as general merchandise brokers and manufacturers' agents, at the same place. Mr. Dunford manages that branch of the trade, as described in the chapter of this work on the jobbing trade of the city.

J. D. PATTON & Co., importers of, and wholesale dealers in, tobaccoists' supplies, at 1307 Cary street (Major J. D. PATTON and A. F. DONNAN), have been established since 1878. Their transactions reach an aggregate that makes them the leading concern of their line here. They usually carry a \$50,000 stock of licorice, sugars, syrups, gums, oils, glucose, grape sugar, tin foil,

glycerine, etc. They have a spice mill in Tobacco Alley, in which they employ a dozen hands. They have five men on the road in the Virginias and Carolinas, and have sales approximating, annually, those of the very largest houses of their line.

They are agents for the celebrated "G. C." licorice. They maintain a warehouse, also, for surplus stock, on Virginia street. They import, direct, considerable of the materials they handle.

Both members of this firm are also members of the CHAMBER OF COMMERCE and Tobacco Exchange. Major Patton hails from Danville, but he has been in this line here for twenty years. He was in it, in fact, at Danville, before he came here. He is president of the



A. H. CALLIGAN,

Of Dunford & Calligan, Jobbers of Tobacco.

Richmond Leather and Belt Company. Mr. Donnan was, at one time (for some fifteen years) in the hardware business here.

WARWICK BROS., dealers in tobacco and tobacco manufacturers' supplies, at 1214 East Cary street, carry a very large stock of imported licorice and gums, syrups, oil, glycerine and flavors. They handle between 300,000 and 400,000 pounds of manufactured tobacco in addition, and have four men out on the road, in the Southern States, selling for them. They do a business of perhaps \$250,000 a year altogether, and in the

line of tobacco manufacturers' supplies are, in all probability, the largest concern in the city.

They are agents for the celebrated "La Rosa" brand of Spanish licorice, one of the finest known brands in the market. Mr. W. C. A. SHEPHERD is associated with them, and he manages the department of tobacco supplies. They are headquarters also for certain brands of cigars, to which the country trade is very partial.

The name of Warwick is a familiar one here from the many important enterprises with which it is identified.

The brothers are interested in numerous other concerns besides the house which is the subject of this sketch, among them, banks and other institutions of a solid character. They have been in this line together for about twelve years. Mr. BYRD WARWICK was in the leaf trade in New York and in Kentucky before that. Mr. OTWAY WARWICK was with J. Harvey Blair, John Williams, and other large houses here before he went into this firm. Mr. Byrd Warwick is president of the Richmond Standard Spike and Iron Company, one of the largest iron works here, and is a director of the First National Bank of this city also.

J. B. LAMBERT, wholesale and retail dealer in tobacco and cigars at 902 East Main street, has followed that line of business here since 1875, and has built up, meanwhile, an excellent trade, retail largely, but also comprehending considerable jobbing business throughout the State

and in North Carolina, which jobbing he does chiefly by mail order.

He has the trade in fine and imported goods here, and that is his specialty.

Mr. Lambert is a native of the city. He was born in the same house in which his mother and grandmother first saw the light. He was a printer and a journalist in early life, and is a veteran of the Richmond Howitzers, with which he served at Gettysburg and at Cold Harbor (where he was badly wounded), and he was engaged in other of the hottest contests of the civil conflict.

He is a man of substantial resources, and the owner of considerable property here.

TOBACCO TRADE.

Annual sales leaf in pounds	50,000,000
Value of	\$10,000,000
Sales loose leaf	\$1,000,000
Warehouses	19
Aggregate storage capacity, hogsheads .	32 000
Leaf exported	\$170,000
Number factories, of tobacco	112
Number hands employed	8,830
Capital employed	\$5,030,000
Annual product manufactures	\$15,670,000
Leaf, Stemmed and repacked	\$2,320,000
Cigars, cigarettes and cheroots	\$4,250,000
Plug, smoking and chewing	\$9,100,000
Manufactured tobacco exported	\$2,150,000
Revenue paid tobacco (yearly), Richmond district	\$1,750,000



DR. I. A. WHITE'S RESIDENCE AND INFIRMARY,
Second and Franklin Streets.

MANUFACTURES GENERALLY.



THIS city (Manchester, of course, considered a part of it) is now the second manufacturing city of the South; Louisville only, of all the trade centers in the Old Slave States, exceeds it in gross annual value of product;

New Orleans, populous as it is, falls behind it; and this statement, we may say parenthetically, is made by way of comparison only, and with no invidious purpose.

Richmond, too, is one of the few cities whose manufactures exceed its jobbing trade; and it has a larger proportion of its population employed in its factories than any except the distinctively manufacturing centers of the North. Indeed, it surpasses some of these in that regard. In proportion to the whole number of its residents, it has as many employed in factories as Chicago, which, as a manufacturing center, is now second only to New York.

Its progress and prosperity of late years, as we have already said, have been most largely due to manufactures new and old; they are its strength and shield as a trade center, and hope; in their diversity and extent, typical of its enterprise; fit subject for pride; and, if it were so inclined, for boast.

SUM TOTALS.

Of the 1,737 Richmond business houses of note, enumerated by Dun's Agency, more than 1,000 are manufacturing concerns; out of a population of 115,000, no less than 23,260 are employed in the factories of the city; the capital embarked in them is \$17,500,000, nearly, in the aggregate; and the value of the year's manufactured product of the city is now \$42,300,000.

This is the showing of 1892, compiled by the CHAMBER OF COMMERCE for the annual trade review of the newspapers of the city. These statistics of the manufactures of the city show gains in that single year of 229 establishments, 2,912 employes, \$315,000 capital invested, and \$7,837,850 in the grand aggregate of product.

It is only fair to explain, however, that, in part, this gain is due to a closer count than has been customary heretofore.

An interesting comparison is afforded by contrasting these figures with those of the census bulletin, recently issued, showing the manufactures of the city in 1890, brought up to date by means of the factors of increase for the ten years preceding that year. By these factors Richmond would have, January 1, 1893, (Manchester's 22 large factories, employing 1,854 hands included), 1,076 establishments, employing 20,654 hands, and \$22,000,000 capital, and paying \$8,810,000 wages, with a product for the year of \$30,000,000.

The discrepancy between the National and local tabulation is most apparent in the item last given. But even the most cursory consideration of the census figures shows them entirely too low for the principal branches of industry, and particularly for tobacco, flour, iron, and the fertilizer business. We have seen how the cigarette business has expanded (at the rate of 100 per cent. a year); that cheroots were an unknown statistical quantity ten years back; that building improvements go on at tremendous pace; and in view of the additions and enlargements, as well as new enterprises in every line of the last three years—the most prosperous years in Richmond's experience—that the rate of growth in the period covered by this census report, has been vastly exceeded since it was made (beyond all reasonable expectation here, in fact); and that this Federal computation of 1880 is antiquated already; and was flat and stale, pointless, weary and unprofitable, almost before, nigh three years old, it came to hand.

PRINCIPAL LINES.

TOBACCO, as we have seen in the chapter preceding this, now makes \$15,670,000 of the total value of the annual manufactured product. Next after that comes building material, of wood and stone and metal, all that goes into the make-up of structures, with boxes, brick, and other items scarcely susceptible of segregation, in point of fact, to the total of \$5,210,000 of values a year; then iron and iron products, embracing forgings, nails, machinery, cars and

boilers, agricultural implements, wagons, etc., \$4,500,000 a year; then flour and meal, \$2,800,000; then drugs and medicines, proprietary sundries and all the preparations of that classi-

community among whom the spirit of enterprise is well diffused. And what manufactures the city has are of local origin—founded upon the resources at hand, developed entirely with home capital, by Richmond men, with Richmond money, utilizing the natural products of the State and its neighbors.

A measure of what that enterprise is we have: The manufactures of the city the statistics show, are twice what they were thirteen years ago. They were \$20,000,000 then, and are \$42,000,000 now. Tobacco, to be sure, was the largest item in the tabulations then, and is the largest still; but setting it entirely aside, there are now \$27,000,000 a year of other manufactures as compared with \$12,000,000 in 1880, or 125 per cent. advance, while tobacco has barely doubled. In all parts, on all sides, you see, a concreting and development, and symmetrical rounding out.

Two things concerning the city's manufactures are striking. One is the number of large concerns—above the ordinary—here, and the other the diversity of industries pursued. Mention has been made (in the preliminary descriptive matter of Chapter I of the book) of the three great iron works here, the Tredegar, the



ARTHUR B. CLARKE,

President of the Old Dominion Iron and Nail Works.

fication, \$1,800,000, and chemicals and fertilizers the same amount; and then the arts preservative and ornamental, printing, engraving, and that sort of thing, \$1,470,000; then paper, and the products of paper, like tags for tobacco, twines, paper boxes and bags, etc., \$1,200,000. These are the industries most of note.

Other items, however, worthy remark are the following: Bakery and confectionery products, \$760,000 annually; woodenware, baskets, brooms, etc., \$750,000; harness, trunks, and leather work generally, \$680,000; packing and canning and grocers' specialties the same; cotton goods, clothing and kindred employments, \$530,000; furniture and upholstering, \$435,000; beer and ice and mineral waters, \$400,000; oils and paints, etc., \$350,000; and tanning and tan bark, \$250,000.

These classifications are our own; there are scarcely twenty of them as we have presented the subject, in order to make it as clear and succinct as possible; but there are really more than a hundred different manufacturing industries followed here; a variety certainly significant of a



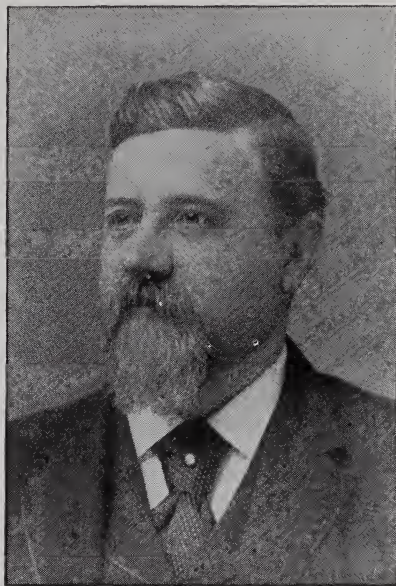
C. H. TALBOTT (deceased)

Founder of the Shockoe Iron Works (Talbott & Sons).

Old Dominion and the Richmond Locomotive Works, employing probably 2,500 hands between them. Of this class, there are, besides,

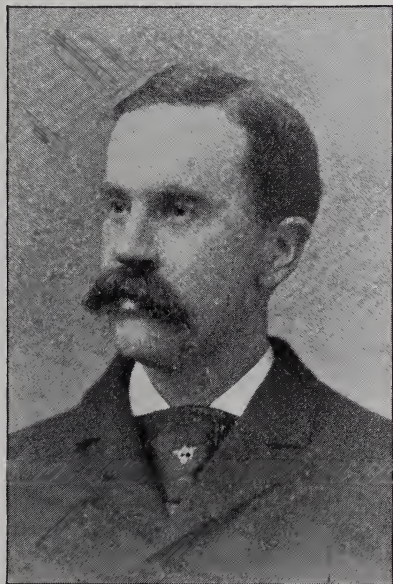
two big stove works, the Richmond Spike Works and the Johnson forge, for car axles, in Manchester; electric light, and electrical construction companies and establishments, and half a dozen carriage and wagon and agricultural implement works, of more than local note and business, not to mention the minor shops and smithies that are here in scores. To the reference made also to the flour mills, the cotton factories, the paper mills, and fertilizer works of the river bank, we may add, that there are three of these flour mills, two cotton mills, three paper mills, and three fertilizer works, all of them such as would be considered important concerns in any place. Then there is the Richmond Cedar Works, with the special advantage of its own timber lands, enjoying almost a monopoly of business in certain lines of woodenware; the North Carolina Wheel Company; the Richmond Mica Grinding Mills; the Manchester Paper Twine Company—the only concern of the kind in the land; and the Valentine Meat Juice Works, supplying, not this country alone, but a world-wide trade, and employing steadily 300 hands. There are five mills grinding tan-

trunk factories of the South among them; three shell lime-kilns, ice works, soap factories, large concerns providing the tobacco factories with



JOHN R. JOHNSON,

Of J. R. Johnson & Co. Car-Axle Works, Maury Station;
Manchester.



GEORGE L. STREET,

Of J. R. Johnson & Co. Car-Axle Works, Maury Station,
Manchester.

bark here, and preparing for shipment the indigenous sumac leaf; four tan-yards; eighteen manufacturers of leather goods, one of the largest

tags and labels, bags and boxes; numerous stone-yards and quarries; sixteen brick-yards; and two new breweries, supplying the city, the State and a considerable field outside.

The raw materials for these factories—the coal, and, in large part, the power—are abundantly, conveniently, and cheaply provided for many, in fact most, of these factories: Virginia and Southern iron for the forges and foundries and machine shops; Virginia grain for the flour mills; Virginia wood-pulp for the paper mills; Virginia or other Southern lumber for the manufacturers of building material; James River granite for the workers in stone; Virginia pyrites and marl and fish for the fertilizer companies; Virginia hides and tan bark; Virginia shell for lime; Southern cotton for the spinners. The coal is from Virginia and West Virginia fields, laid down here as cheaply as at any manufacturing center; and, as we have seen, there is utilized of the power furnished by the James River canal 5,000 horse-power now, with the prospect of an increase in the near future to the full measure of the available energy of the stream, 21,000 horse-power, by improvements which

the Chesapeake and Ohio Railway Company, owners of the canal, have under way.

The situation here is one encouraging to manufacturing enterprise. Some of the problems for new ventures are to be found ready solved. There is no lack of labor, and this element is industrious and tractable. The coal and the water supply is ample. The transportation facilities, both water and rail, are good and are improving. Along the water front of Richmond proper, the space available for factory sites is, perhaps, somewhat contracted, but Manchester and the suburbs supply this deficiency at reasonable prices. The conditions are all favorable: As to materials generally, especially those commonly used; as to labor, transportation, fuel and water supply, sites, and, incidentally, those of taxes, licences, financial accommodation, etc., which here are as favorable as anywhere in the land. No great effort has been made to forward the development of the city in manufactures—no bonuses given or other inducements held out—and the growth shown by the figures we have cited is, therefore, the result of these naturally favoring conditions as home enterprise has put them to use.

OPPORTUNITIES SUGGESTED.

The following are suggested by the CHAMBER, in its last report, as enterprises for which the city affords a field:

IRON WORKS: A Basic process steel plant, to utilize Virginia pig, and supply the South, at a rate here cheaper than that at the North, from which most of that metal comes; a steel boiler plate works, an iron bridge works, a malleable iron foundry, a wire mill, a tack factory, and a wagon-axle forge.

OTHER METALLIC PRODUCTS: More agricultural implements works; brass and plumbers' goods; wrought agricultural irons; a tinware and can factory, to meet the growing demands of Southern packers.

TEXTILE FABRICS: A woolen mills; a cotton, rope and twine factory; a knitting works; more clothing factories; a carpet works.

WOODWORKING CONCERNS: Another furniture and chair factory; a show case works, and coffin factory.

LEATHER GOODS: A shoe factory; harness and collar factories; a belting works.

POTTERIES of all kinds for the making of terra cotta building material, porcelain earthenware and glassware, for which the clays and sands of the country contiguous are said to be well adapted.

MISCELLANEOUS: Electrical machine works; a wood pulp mill (to utilize Virginia poplar); a snuff factory, to work over refuse tobacco; cold storage works, and a works producing ammonia for the numerous Southern concerns now making ice by artificial processes.

RAW MATERIALS AVAILABLE.

OPPORTUNITIES innumerable, in fact, are presented in the following report of materials available for manufactures here, compiled by committees of the CHAMBER:

By the Richmond and Danville Railroad system: Wheat, corn and tobacco; pine, oak, hickory, gum, poplar, willow and maple, and of other forest products, sumac, tar, rosin and turpentine; sulphur, pyrites, mica, carbonate of magnesia, asbestos, manganese, graphite; coal, iron, lead, copper, and even silver and gold; granite, limestone, sandstone, brimstone, marble, clays for building and fire brick; kaolin, feldspar, baryta, ochre, soapstone and glass sand.

By the Atlantic Coast Line: All those of the Danville, with the addition of cotton and rice, and even a larger supply of timber and naval-store products.

By the Chesapeake and Ohio: Nearly all the materials found on the Danville lines, and, besides them, wool, staves, hides, plaster, petroleum, antimony salt, slate, cement rock, and, in special abundance, cabinet and building woods, sandstones, coal and iron.

By the Norfolk and Western: The woods, salt, plaster, lead, zinc, iron and coal of the rich timber and mineral districts of Southwest Virginia and West Virginia it traverses.

By the Farmville and Powhatan: The ceramic clays, the mica, slate, granite, iron and bituminous coals abounding along it.

IRON WORKS DESCRIBED.

The TREDEGAR IRON WORKS, the largest and oldest in the South, occupy twenty-three acres on the river bank, at the falls of the James, and have buildings covering seventeen acres of that area. They employ from 1,000 to 1,500 hands, and the company that owns them, known officially as "The Tredegar Company," has about \$1,000,000 invested in the enterprise, which sum is, also, the amount of its capital stock. They are run by water-power and are equipped with twelve independent turbines in such a manner that the water can be used twice. Each department has its own motive-wheel, and thus an accident to one does not necessarily shut down the works.

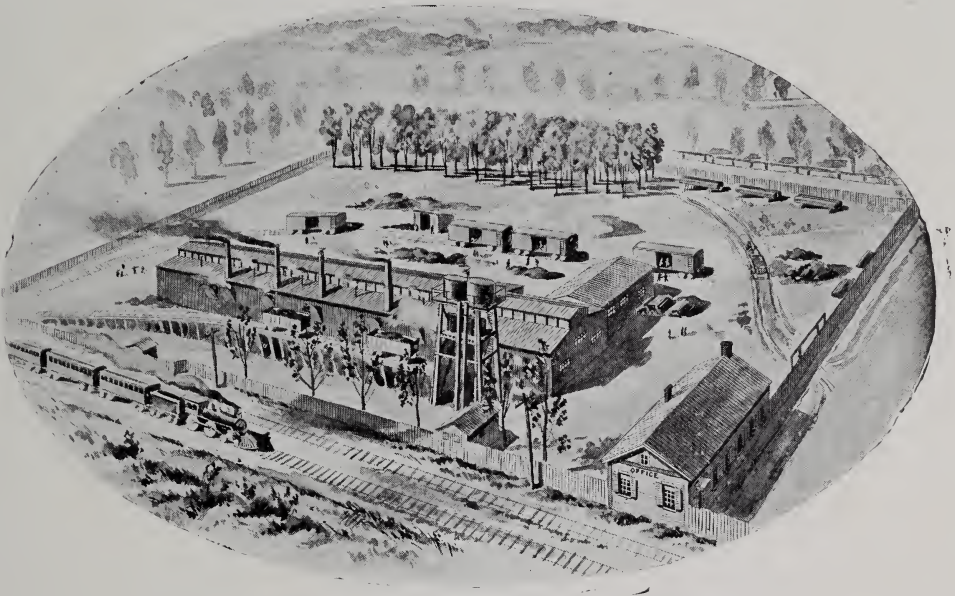
These departments are as follows: A rolling mill of 100 tons daily capacity; four foundries, with two cupolas that have capacity of 50 tons daily; car shop, employing 16 gangs of men, and having 32 stalls, or a capacity of 10 cars daily; a horseshoe mill of 200 kegs capacity daily; four spike mills of 100 tons daily capacity; and a steam forge of 60 car-axles daily capacity.

Two miles of railroad track connect these works with all the roads centering here. They are shippers of their products to all parts of the United States, to the West Indies and Mexico, and also to South America. They have, in fact, a world-wide trade. Oregon Hill, one precinct of the city, is populated almost entirely with the

His son, Colonel ARCHER ANDERSON, also an officer of the Confederacy during the four years' struggle, and, like the general, a man of high social as well as business standing here, succeeds him as president.

The other managing officers are: E. R. Archer, chief engineer of the works as a whole; R. S. Archer, superintendent of rolling mills; John F. T. Anderson, assistant superintendent of rolling mills; F. T. Glasgow, superintendent of the foundry and machine shops; P. F. Greenwood, superintendent of the horse-shoe department.

The company has membership in the CHAMBER, and Mr. E. R. Archer is one of the committeemen of that body.



THE J. R. JOHNSON CAR-AXLE WORKS, MAURY STATION, NEAR MANCHESTER.

employees of these works (about half of whom are colored) and their families.

These works were established fifty-eight years ago. Long before the war, even, they were engaged in the building of locomotives, engines and boilers for United States frigates, and guns for the National fortifications. General Joseph R. Anderson, lately deceased, was president of this company from 1867 until 1892. He was identified with the works from their origin. He was of note, also, as a graduate of West Point, a civil engineer by profession, and as a brigade commander in the Confederate army during the war; and as a man also of large investments in Southern projects.

J. R. JOHNSON & Co., manufacturers of car axles at Maury Station on the Richmond and Petersburg Railroad, have been established here twenty-six years, but have only recently built and occupied the works they have outside of town. These are situated on the Richmond and Petersburg Division of the Atlantic Coast Line, with side tracks into them. They occupy eight acres. The buildings cover an area of 50,000 square feet, and have an equipment equal to any in the United States, run by engines of 600 horse-power. They employ 100 men steadily throughout the year, and make hammered car axles a specialty. Their capacity is 60,000 car axles annually. They utilize, for that pur-

pose, scrap iron generally. They supply railroads and car builders in all parts of the United States.

The principals in the firm are J. R. JOHNSON and GEORGE L. STREET, whose portraits are on page 143. They removed these works from Philadelphia to this city in the early part of the year 1866. This firm has membership also in the CHAMBER OF COMMERCE.

THE OLD DOMINION IRON AND NAIL WORKS COMPANY presents, by reason of its relative importance in the scale of the industrial concerns of Richmond, claims to consideration that entitle it to a foremost place in any work descriptive of the city's business interests. Few outside the trade know how prominent a place iron manufactures hold in this city; and it is chiefly that the knowledge may be spread concerning it, and concerning these works in particular, that this account is penned.

These works, as we have said in our general remarks on the city (Chapter I), are very large, and they are also very advantageously situated. They have railroad facilities that place them in communication with all parts of the country, and enable them to secure material and ship finished products at rates consistent with handsome profits and unqualified success. Enormous productive capacity, combined with low freight rates to all points, permits the company to offer the trade inducements beyond ordinary rivalry, and to compete actively with any concern in the land in respect of both quantity and quality of output.

The Old Dominion Iron and Nail Works are located on Belle Isle, which comprises about 50 acres of ground, situated in mid-stream, but within the corporate limits of Richmond. This island is, as its name implies, a charming site, and it has lovely surroundings. It is in the midst of the rapids of the river, a mile above tide-water. On one side of it is Manchester, mounted, like Richmond, on hills; on the other, Hollywood, Richmond's "city of silence and tombs."

Belle Isle was familiar by name, throughout the late unpleasantness, as a prison camp for captured Federal soldiers. It was a seat of the iron industry, however, long before the war time. Its superb water-power facilities attracted these to it so long ago as the early part of the present century. The stock company, known now as the OLD DOMINION, was organized to occupy it in 1858. The beginning made by it at that time was, compared with the works of to-day, a modest one indeed.

The works have been enlarged from time to time as the business grew, and they embrace now two large puddle mills; a plate mill and nail factory; a horse-shoe factory; three rolling mills; a steel plant; a smithy; stores, offices, machine yards, the great water wheels that drive the machinery; and all the appliances necessary now-a-days to expedite manufacture. They embrace also a private railroad equipment of locomotives and cars plying through the works for the transportation of material, raw and finished, and over the bridges connecting the island with the main land on either hand, to a junction with the trunk lines centering at Richmond.

Among the leading specialties of these works are the following: "Old Dominion" cut nails and spikes, both iron and steel; and "Old Dominion" horse and mule shoes. This last named branch of the business was started in 1888, and has grown so since that the horse-shoe department is one of the largest in these works. The demand for the "O. D." shoes extends over a territory stretching from Maryland to Mexico, and into the far West. Such an expansion of trade could only be made with first-class goods.

In the conduct of these works several hundred men are employed. They are organized, for operating purposes, in departments, each with a chief. The general of this army is the president of the company, who personally directs the commercial and manufacturing interests of the business.

The officers are as follows: ARTHUR B. CLARKE, president; DOUGLAS BAIRD, vice-president and general superintendent; G. W. CATLETT, secretary; J. B. CARTER, cashier; J. D. BAIRD, superintendent rolling mills; R. M. Blankenship, superintendent nail factory; C. D. Kimmell, superintendent puddle mills; John A. McGarry, superintendent horse-shoe factory.

The directors of the company are Captain Phillip Haxall, president of the Haxall Flour Mills; Dr. Francis T. Willis, retired capitalist; Meredith F. Montague, secretary Virginia Paper Company; D. Baird, and Arthur B. Clarke.

The commercial offices of the company are at the corner of Cary and Fourteenth streets, where all purchasers of these goods, as well as those interested in their manufacture, are gladly welcomed at all times.

The cut facing this matter is a bird's-eye view of these works. A portrait of the president of the company will be found on page 142.



OLD DOMINION IRON AND NAIL WORKS, BELLE ISLE.

The RICHMOND LOCOMOTIVE AND MACHINE WORKS, situated at the north end of Seventh street, upon a tract of sixteen acres, are now engaged in the manufacture of locomotives for every variety of service, and have just completed the machinery for the battle-ship TEXAS, a fact significant of the comprehensive facilities and extent of the establishment.

These works, indeed, are remarkable for their magnitude. They employ about 800 hands. They have an equipment enabling them to turn out about 200 locomotives a year. They front on the Chesapeake and Ohio Railway, where it enters the city, and the side tracks of that line run through them. The various buildings would cover, if aligned, a frontage of 2,000 feet, equivalent to six squares' length of city blocks. These buildings embrace:

An erecting shop, with six pits for locomotive building, holding two standard locomotives each, and with a large travelling crane running the entire length of the building, for handling the heavier parts, and a full complement of tools for facilitating work.

A boiler shop, equipped with four hydraulic riveting machines, multiple drills, planes, punches, etc., and all of modern design and the product of the best builders.

A machine shop, with tools and appointments of the first-class only, bought in the last few years, and with all the latest improvements in the way of expediting and labor-saving devices.

A pattern storage of four stories, surmounted by a tank holding 5,000 gallons of water, to supply the boilers of the establishment, and also to be used in case of fire.

An iron foundry of 11 tons daily capacity, and a brass foundry of a half ton daily capacity.

A smithy with three furnaces, six steam hammers, and the necessary forges.

And an office building of three stories, with the general offices in the lower part, and drafting rooms on the second floor.

About 1,000 tons of pig iron are consumed annually in these works, and at the same time 500 tons of scrap iron and 750 tons of bar iron; a grand total of 5,500,000 pounds. The products of this company go to all parts of the United States. These products consist, in the main, of locomotives, street and mine motors, special boilers and heavy machines.

These works have now under construction, for exhibition at the Chicago World's Fair of 1893—as an example of the work executed by them for the trunk lines of the country, many of whom are its customers—a monster locomotive

of the "Consolidated" type. It is building from designs furnished by S. M. P. William Garstang, of the Chesapeake and Ohio Railway, and is pronounced by all the railroad men that have examined it a very fine piece of work. It has four pairs of driving wheels connected, and a two-wheeled truck. It is built of No. 1 material throughout, and is supplied with the most approved fittings and furnishings, including Westinghouse air-brakes on the tender, and American outside equalizer driver-brake on all drivers operated by air, ready to couple to the train it is to pull.

These works were established originally by Colonel William E. Tanner and Mr. Alexander Delaney, and were formerly known as the works of the Tanner & Delaney Engine Company. That company was organized and the name changed in 1888. It has \$750,000 capital stock and the following officers:

WILLIAM H. TRIGG, a member of the CHAMBER OF COMMERCE, and one of its committee on banks and currency, president; JOSEPH BRYAN, leading attorney here, vice-president; E. F. C. DAVIS, general manager; E. T. D. MYERS, JR., assistant to the president; GEORGE F. JONES, secretary; and W. G. FERGUSON, treasurer.

The directors are the following capitalists: William R. Trigg, Joseph Bryan, Lewis Ginter, J. J. Montague and W. H. Palmer.

The RICHMOND IRON WORKS, at Ninth and Canal streets, are owned and operated by CHAMBLIN, DELANEY & SCOTT, all three of them men of long experience and expert knowledge of their business. Mr. JOHN CHAMBLIN, senior member of the firm, has been identified with these works as proprietor since their establishment in 1869. He is a native of Loudoun county, this State, and is the manager of the firm's finances. Mr. ALEXANDER DELANEY was formerly one of the firm of Tanner & Delaney, who founded the Richmond Locomotive and Machine Works here, one of the largest concerns of the kind in America. Mr. JAMES H. SCOTT, junior member of the firm, is a native of the city, and has had the very great advantage of education for the higher mechanical branches of the trade in one of the leading technical schools of the North. He has also had considerable practical experience of the business in California and New York.

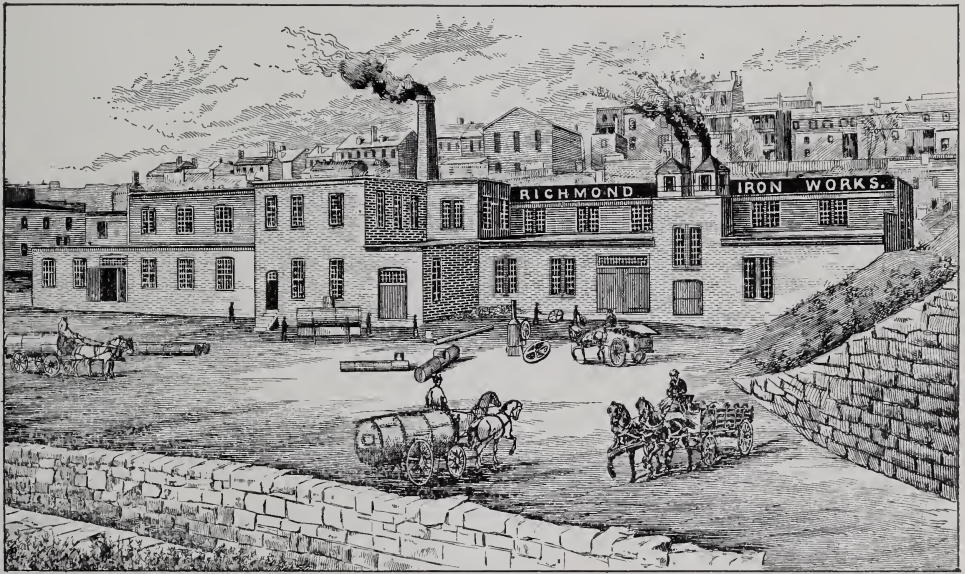
These works represent, with their equipment, an investment of \$50,000. They cover a space of 300 by 270 feet, or about an acre and a half. The buildings are of brick chiefly, and are fitted up with the latest and most complete

devices and appliances for the business in all the departments. About 60 hands are steadily employed in the works, and when occasion requires, more even than that.

The specialty of these works is general architectural foundering and machine construction and repairs. Heretofore castings have been produced chiefly, but the firm has lately gone into machine construction more extensively than formerly. They utilize Virginia-made iron largely, and consume about 600 tons weight of it, in the various processes of manufacture, a year.

The RICHMOND STOVE COMPANY, which has works at Twenty-fifth and Main streets covering half a square of ground and employing about a hundred hands, is the oldest works of

men on the road, but its business has been so long established and its products are so well known and in such favor, that a vast amount of sales are made directly from the works without solicitation. It consumes annually about 30,000 tons of raw material. It turns out of cooking and heating stoves alone, not to speak of other products, 30,000 a year, and its annual business is something like \$200,000. It employs 50 moulders. Its facilities have been increased at regular intervals during the last fifteen or twenty years, to keep pace with the growth of its business, its works steadily enlarged and its resources augmented; and from all appearances, another enlargement of them will be necessary very soon again. It is, in fact, one of the representative stove-works of the South.



RICHMOND IRON WORKS, CHAMBLIN, DELANEY & SCOTT, Proprietors.

the kind in the South; it is one of the largest also. Its business was established before the war, and it was organized twenty years ago. Mr. W. J. ANDERSON, its president, has been in this line of business all his life. He is superintendent of its mechanical departments. Mr. R. G. REYNOLDS, secretary and treasurer, also an experienced man, directs its sales, credits and office business generally.

The products of this company (cooking stoves and ranges, heating stoves, fronts, grate fixtures, stove hollow-ware and furniture) sell all over the South, from Maryland on the one hand to Mexico on the other. The company has two

VAN HORN & SON, machinists, of 1005 East Cary street, have been established about two years. They make a specialty of repairing light work. They do a vast amount of repairing upon electrical machinery, and that is their specialty; and they handle the saw business formerly in the hands of the Southern Saw Works of this city. They do steam fitting also.

They are from Pennsylvania originally, but have been located here for very many years, and have always followed this line. Mr. Van Horn, Sr., came here originally in 1855, to carry on the saw-making business, and subsequently drifted into general machine work.

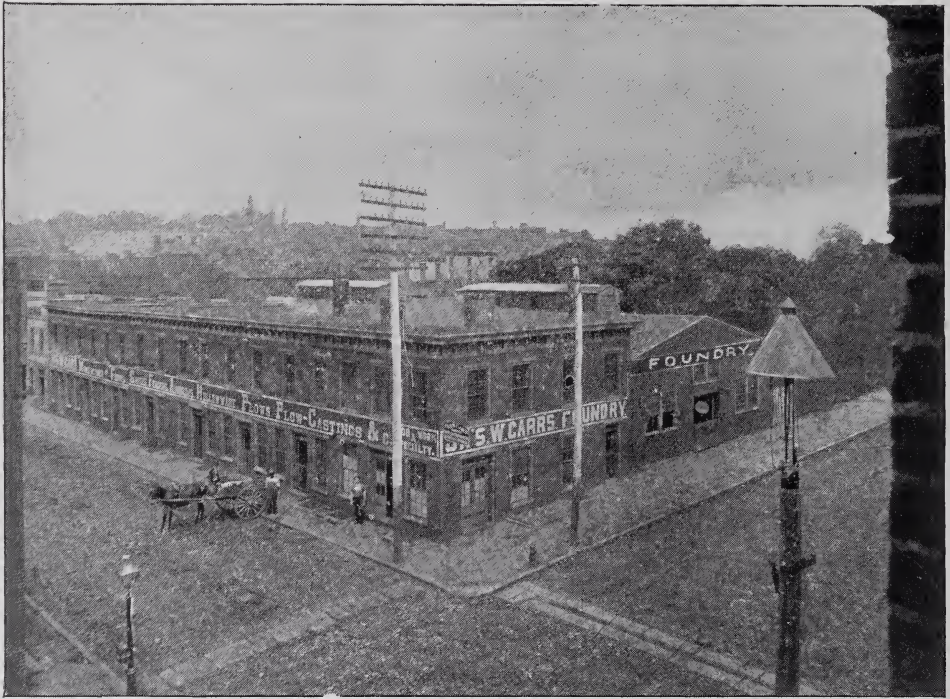
During the war he was in the Confederate cavalry. His son is a native here, and was raised to the machine trade by him.

JAMES W. CARR, iron and brass founder, of 1716 to 1730 East Cary street, occupies, as the cut accompanying this matter shows, extensive premises. These premises are 130 feet by 78, two stories in front, with surroundings of yards that give them additional conveniences. They are fitted up internally with the requisite equipment for doing work thoroughly and promptly, and are the scene of the labors of a numerous force of experienced men.

Over these labors Mr. CARR, himself an ex-

He does a vast amount of work for the principal jobbing houses of the city that make use of iron work and machinery and manufactures, besides architectural fronts, gates, and fenders, andirons, sinks, ventilators, traps, and other plumbers' work, in both iron and brass. He utilizes Virginia iron largely in this work, and has reputation for the quality of all he produces.

A. B. COSBY, general machinist, of 2318 East Main street, gives special attention to the repairing and designing all kinds of machinery. Mr. Cosby served his time with H. M. Smith here. He was afterward with the Richmond Locomotive Works and the Richmond Cedar Works.



JAMES W. CARR'S FOUNDRY.

pert, presides. Although a young man yet, he is of note in the business, as a master of it, in both its commercial and mercantile phases. He served an apprenticeship here with the famous Tredegar Iron Works, a place affording him an insight, from the start, of the methods and facilities of one of the largest works in the land. He began in the business on his own account with a partner in 1885. Afterward he bought out this partner and moved to his present place to keep up with the growth of his patronage meanwhile.

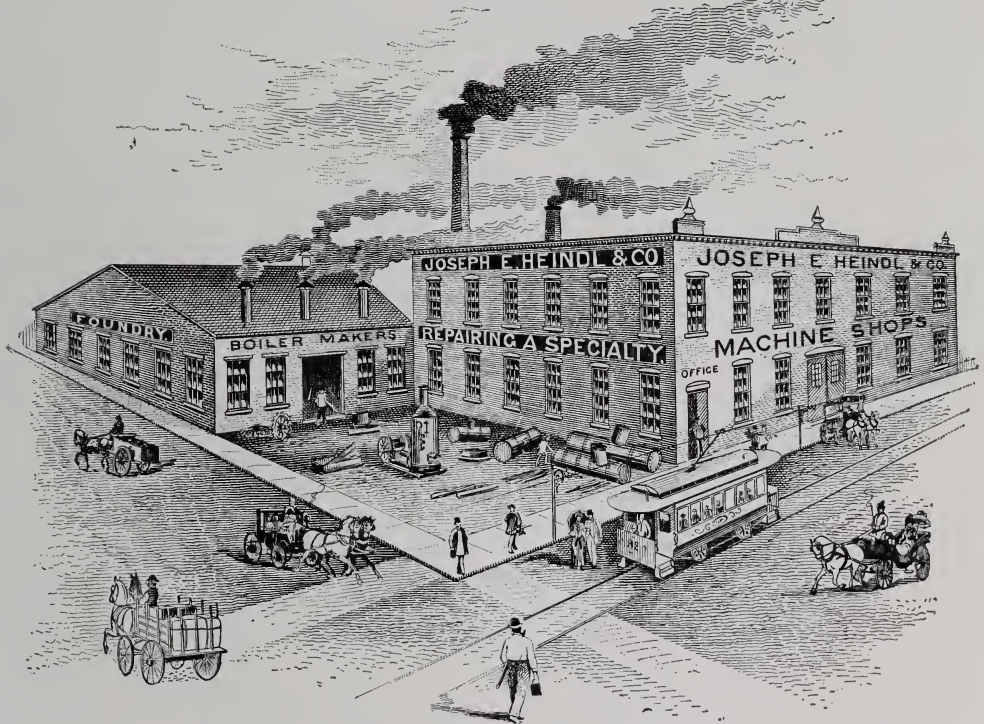
He began last year on his own account, in a very small way, and has built up a very good trade.

Mr. Cosby's plant, in point of fact, is all new, and, of course, of the latest pattern. It is equipped with all the most-recently devised machinery and appliances for the business. He employs some ten or a dozen skilled men, and all work entrusted him is executed under his immediate supervision and with every attention to the details of materials, workmanship and finish generally.

JOSEPH E. HEINDL & CO. (JOSEPH E. HEINDL and WILLIAM J. STERLING), machinists, boiler makers and foundrymen, of 2404 and 2406 East Main street, do a handsome business in that line. They pride themselves on the complete character of their facilities and the thoroughness with which they execute orders. Their place, that shown in the engraving accompanying this matter, has all the latest appointments for pattern making, brass and iron castings and forgings as well as general machine repair work. They enjoy the patronage of many of the factories here, of the tug boats of the river and of the machinery users here generally.

paratively speaking, young men, but they have been in the business many years and have had a lengthy experience. They have been in it, in fact, from their boyhood. As experts themselves they have, naturally, gathered around them the most skillful men they could find. Mr. HEINDL manages their office business, and Mr. STERLING the mechanical departments.

MOUNTCASTLE & TALBOTT, boiler makers, of 2003 East Main street, are young men not many years established, but they have acquired already a very fine business. They do work for many of the large tobacco factories here, and for the Richmond Electric Railway Company, and they have



JOSEPH E. HEINDL & CO.'S IRON WORKS.

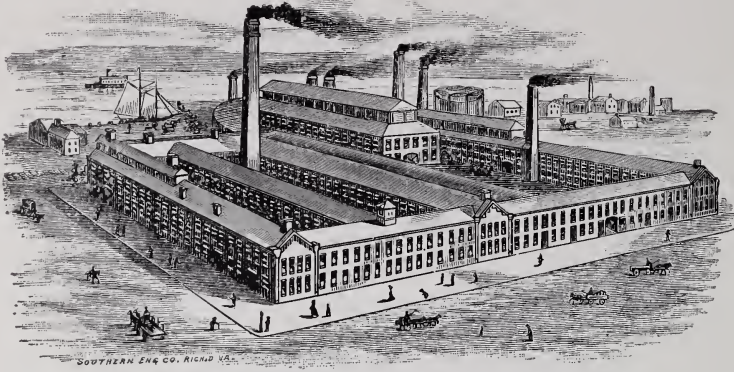
They are especially well prepared with patterns for gearings, couplings, pillow blocks, hangers, grate-bars, band-wheels and boxes, lumber trucks and coal, draft, lime and ore cars, and they can furnish, on short notice, either parts or finished work of this character. One of their specialties, for which they have great reputation, is the setting up of machinery with a view to economy of motive power, fuel, labor, etc. They will warrant all work done and materials used by them.

The partners in this establishment are, com-

recently been engaged in setting up the battery of boilers for the new electric-power plant on Johnson Island. They have a first-class outfit and skilled hands employed, and are ready to figure on, or execute contracts of any size in their line, for the Virginias or the Carolinas.

Mr. Mountcastle served his apprenticeship here in Richmond with the old firm of Ettenger & Edmond, and was afterwards, for some time, with the Richmond and Danville shops in Manchester, at which place Mr. Talbott also served his time.

TALBOTT & SONS' SHOCKOE MACHINE WORKS, the largest works of the kind south of Philadelphia, in area covered, facilities and business, and the oldest here, were established in 1839



TALBOTT & SONS' SHOCKOE MACHINE WORKS.

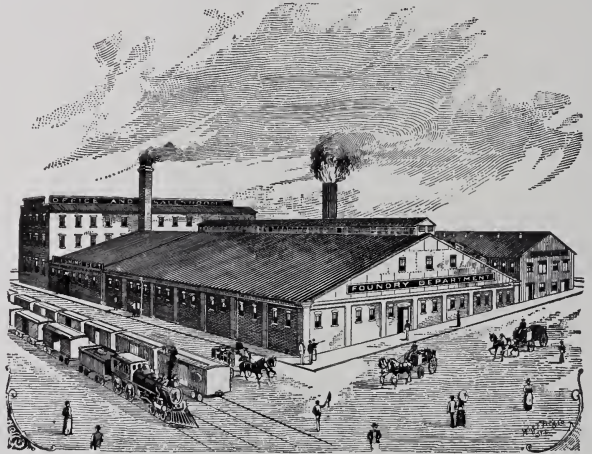
by Charles Talbott, father of the proprietors at present, CHARLES H. and ALLAN TALBOTT, who have operated them since 1870. They are situated on Cary street, between Fifteenth and Seventeenth, and they cover there a tract of 350 by 460 feet. They furnish employment to 250 hands, have an output of 500 engines and boilers a year, and other machinery besides, the whole valued at \$300,000 or more, and have twelve men on the road selling and soliciting orders in the Virginias, the Carolinas, Georgia and Florida.

They have an equipment embracing all the latest appliances known to the trade, and are prepared to fill orders of any magnitude, particularly in their specialties, cotton-seed oil mills and tobacco manufacturers' machinery; in addition to which they produce stationary, portable and agricultural engines of all kinds and dimensions; locomotive, return-tubular, return-flue, plain cylinder and upright boilers; saw, corn and wheat mills, and milling machinery of every description; hydraulic presses and pumps, turbine water-wheels, shafting, hangers and pulleys, wrought-iron work, brass and iron castings, and machine work generally. Some very large cotton-seed oil mills have lately been put up by these works, and they are now filling other large contracts for the construction of similar plants.

Mr. Charles Talbott, founder of these works, voluntarily resigned the management of the Seaboard and Roanoke Railroad, of Virginia, to take charge of these works fifty-three years ago. Under his direction, they grew to be the great works of the South. They were burned in 1869, but were immediately rebuilt, and large additions have been made to them at regular intervals by Mr. Talbott's successors, to keep pace with the progress of the trade.

There is a portrait of the founder of these works on page 142 of this book.

The SOUTHERN STOVE WORKS COMPANY, a corporation with \$53,500 paid up in stock, and \$150,000 annual business, occupies works covering a square's front on Cary street, between Twenty-first and Twenty-second. In these works a hundred hands find employment. These men are engaged chiefly in the manufacture of stoves, fronts, grates, fenders, hollow-ware, cast-iron furniture, and, incidentally, in foundry work of every sort. The specialties of manufacture here are heating and cooking stoves.



THE SOUTHERN STOVE WORKS.

About 3,000 tons of material are utilized yearly. The sales territory of this company embraces the two Virginias, the Carolinas and Georgia.

This is one of the most flourishing manufacturing establishments of the city. It has an enterprising and progressive management, and its trade steadily increases. It is one of the most substantial, in point of resources, also. It is owner of the property occupied by it, a place of 165 by 264 feet, affording it the amplest conveniences for the business. This place it has lately acquired. Part of it it devotes to the purpose of sales and ware-rooms, in which it has displayed samples of its superior products.

C. H. FLEMING is president of the company, and is general manager of its business. He was

The BARRETT AND KEESEE MACHINE WORKS, which are located on Eleventh street, between Main and Cary streets, in Richmond, were started with the express purpose of demonstrating a fact. For many years the idea has been prevalent in the South that for all kinds of fine machine work, and delicate repairing, it was necessary to go North or West to find proper facilities. No one seemed to believe that a shop possessing such features would be successful here, despite the fact that there was an increasing demand for fine workmanship here in repairing and setting up the improved machinery of



William A. Barrett.

BARRETT & KEESEE, EXPERT MACHINISTS.

W. M. Keese.

formerly with the Old Dominion Iron and Nail Works, and was one of the foundry firm of Loth & Fleming. He is a member of the CHAMBER OF COMMERCE. A. L. ELLETT, secretary and treasurer, was formerly with A. L. Ellett & Co., dry goods, and for four years was collector of the internal revenue for the Eastern District of Virginia. D. M. CURRIE is assistant secretary and treasurer. These gentlemen and J. W. Harrison, commission merchant, and Tazewell Ellett, attorney, constitute the board of directors.

the present day. The demonstration has been made, however, and now, not only the possibility but the practicability of such an establishment south of Mason and Dixon's line is very generally admitted and understood.

The space occupied by these works is itself an indication of the force of this fact, as well as of the popular appreciation of it. A large three-story building, thoroughly equipped with the latest and most improved machinery, tools, etc., is the substantial evidence of what pluck and

energy, united with business integrity and capacity can accomplish.

The ground floor of these works is utilized for general repair work and machine construction; the second floor for model-making and small work of all kinds requiring care and delicate adjustment, and the basement contains a smith-shop. The works are engaged, to a great extent, on printing, cigarette, and tobacco machinery and repairs, and have an unexcelled reputation for the quality of work done. An impression obtains, however, in some quarters, that because all work done is strictly first-class and guaranteed, high prices are charged. This notion is erroneous. That it is not case—indeed, that the reverse is true—will be soon discovered by those who ask for estimates. An immense amount of manual labor is saved by the improved machinery of the works, in which respect the Barrett and Keesee Works are unequalled

considered possible only upon the latest milling machines. Both of these gentlemen, in fact, have had a life-long experience with machinery of all kinds. Both were born and educated in Richmond, and are esteemed by a host of friends for uprightness of character and strength of purpose; and in this age, when religious teachings are so often forgotten in the rush for wealth, it is a pleasure to know that both of the members of this firm are prominent in active Christian work.

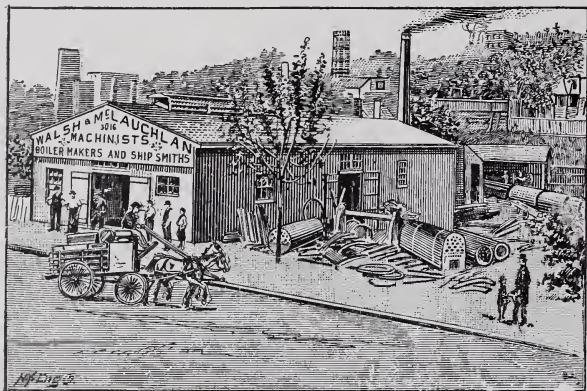
An illustration on page 153 shows these gentlemen in one of their specialties—investigation of a work of mechanical construction.

WALSH & McLAUCHLAN, machinists, boiler makers and blacksmiths, at 3016 Poplar street, near the City Gas Works (JOHN C. WALSH and THOMAS McLAUCHLAN), give special attention to the repairing of steamboats, to ship work and machine repairs generally, both in city and country. They do all the work of this kind for the Virginia Steamboat Company's James River boats, and a great deal also for the Old Dominion Steamship Company; in fact, do most of the marine work of this port. They send workmen out into the country also to set up and work on machinery, and are prepared at all times to furnish estimates or enter into contracts.

They have been established since 1865, and both are practical mechanics themselves. Mr. Walsh served his time at his trade (that of a blacksmith) right here in Richmond, and was of the firm of Faherty & Walsh, engaged in that line here for several years before and through the war. Mr. McLauchlan mastered the machinist's trade with that firm, and he has also had the experience that makes him a practical marine engineer.

They have a plant fully equipped with the latest and best appliances and machinery for the business, and they employ an average of 20 hands the year round. The cut on this page shows it.

The ELECTRIC CONSTRUCTION AND SUPPLY COMPANY OF VIRGINIA is a new project, fathered by Captain ANDREW PIZZINI, JR., who was the introducer of dynamic electricity in the city of Richmond, was for years the president of the Electric Light and Power Company and of the Street Railway Company of this city, and is yet



WALSH & McLAUCHLAN'S MACHINE SHOP.

by any shops of their class south of the New England States.

A large part of the work done at these shops consists of model making for patents—a class of work, by the way, requiring the highest quality of skill. Orders come from all parts of the country for this kind of work. Expert mechanics are employed—men thoroughly conversant with their tasks—and the result has been uniform satisfaction.

The principals in these works are W. A. BARRETT and W. M. KEESEE. Messrs. Barrett and Keesee are gentlemen of probity and worth. Both are skillful in their business, and consequently the more able to judge of all the matters connected therewith. It is a revelation to the ordinary mechanic to watch Mr. Keesee at the lathe. He has turned out work

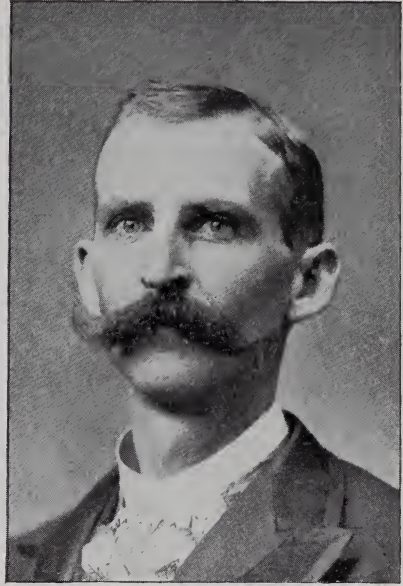
intimately connected with the management of the Richmond Railway and Electric Company.

For the past two years Captain Pizzini carried on the business of electrical construction in connection with his other numerous enterprises, but his venture in it has outgrown perfunctory attention, and as he desires to devote as much of his spare time as possible to making investments for capital in mortgages, and in real estate for his clients outside the city, he has organized a company, titled as above, to carry on the business of electrical construction in all its branches, such as furnishing isolated plants for lights and power, and electric machinery and supplies of all kinds, and for wiring buildings, and doing repair work.

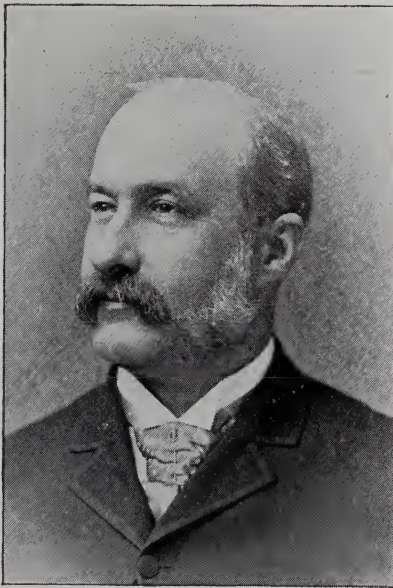
The officers of the new company will be: ANDREW PIZZINI, Jr., president; C. R. WINSTON, secretary; and WILLIAM B. PIZZINI, treasurer; and it will be located at 909 Bank street, first floor.

The RICHMOND ELEVATOR WORKS, 1017 Cary street, are operated by A. V. SHELTON, established in 1890. He maintains a shop thor-

furnished the freight elevators for the Richmond China Company, passenger elevators for Miller & Rhoads' and Levy & Davis' dry-goods



A. V. SHELTON,
Richmond Elevator Works.



A. PIZZINI, Jr.,
Virginia Electrical Works.

oughly fitted up, and does work for nearly all the city builders under contract. He has patrons, also, in Virginia and the Carolinas. He

houses on Broad street, and also for the Howell & Shaw furniture store on Main street, and two for the Commonwealth Club. He furnishes estimates for elevators of any styles for hand or power, passenger or freight, and pays considerable attention to repairs and furnishing duplicate parts of elevators of other makes than his own. He gives special attention, also, to setting up new and repairing old scales.

IMPLEMENTS, CARRIAGES, ETC.

R. H. BOSHER'S SONS, manufacturers of and dealers in fine carriages, at the corner of Ninth and Cary streets, have a very complete equipment—one that fills a large four-story brick building, 46 feet front and running back 153 feet to a twenty-foot alley. As an old house, too (the oldest, in fact, of the kind in the South), they have an established reputation for the quality of their work. Their business was founded in 1814, so that the house is now in its seventy-eighth year.

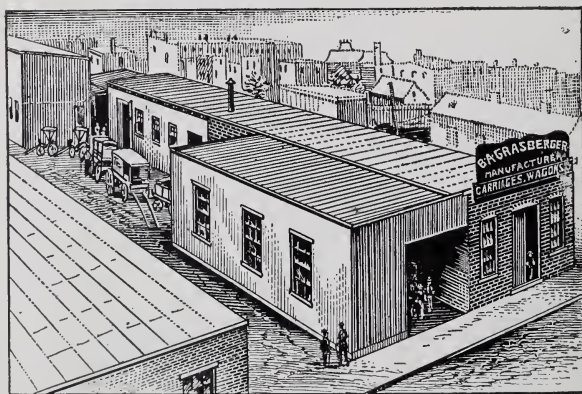
They make a specialty of doctors' buggies and of carriages to order for the city trade, but have

many customers, also, everywhere in Richmond's trade territory, and are shippers of work also to the Carolinas, Louisiana, and even to South America. Formerly all the work they sold was their own make, but of late years they have gone largely into handling the product of the best of the Northern manufacturers. They carry the largest and finest stock of vehicles in the city; they are leaders in the matter of the styles; and, in addition to new work, their manufacturing departments are largely engaged in repairing. They employ steadily over 20 hands in their workshops, and they do upwards of \$100,000 of business a year.

The partners in the house are E. J. BOSHER and CHARLES G. BOSHER. E. J. Boshier is a director of the Mechanics' Institute of Richmond, an organization which has done much to promote the industrial interests of the city, and to further the education of young men engaged in the trades. Charles G. Boshier is a Police Commissioner of the city. The house has membership, also, in the CHAMBER OF COMMERCE. The Messrs. Boshier are successors to their uncle and father with whom the business originated.

B. A. GRASBERGER, carriage and wagon manufacturer, of 1011 and 1013 West Broad street, has been established about two years. He pays special attention to the making of light work to order, like buggies, carriages and delivery wagons, and he has a first-rate trade and is prospering.

Mr. Grasberger is a Pennsylvanian by birth,

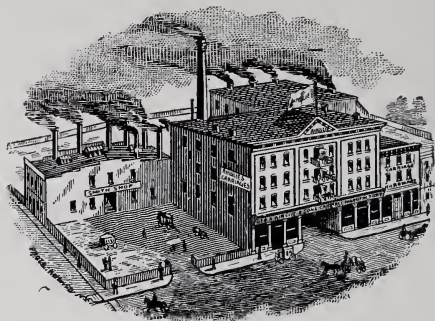


B. A. GRASBERGER'S CARRIAGE SHOP.

but has lived here nearly all his life. He learned his trade here, and was considered one of the most expert mechanics in it in this

city before he started on his own account. He makes superior work a specialty. His factory is equipped with all the necessary appliances for the expeditious turning out of his productions. An illustration of it is given on this page.

DAVID A. AINSLIE, 8 to 12 South Tenth street, is the largest manufacturer of fine carriages and wagons south of the Potomac and Ohio rivers.



D. A. AINSLIE'S CARRIAGE WORKS.

He is successor to his father, George A. Ainslie, who was president of the CHAMBER OF COMMERCE for several terms here, and was, in his lifetime, one of the most prominent and progressive business men of the city.

The business of this house was established by Mr. George A. Ainslie and partners in 1855. The war dissolved that connection, and after it Mr. Ainslie resumed on his own account. He was succeeded by a partnership of his sons, in which he was interested, in 1879, and Mr. David A. Ainslie succeeded that partnership about two years ago.

This factory covers an "L" of ground fronting 100 feet on Tenth street and bending through to Cary. It is four stories high, and has a modern equipment of machinery and appliances to facilitate manufacture. It provides employment to 50 or 60 hands, and its product is valued at \$225,000 to \$250,000 a year, besides which the house, acting as sales agent, disposes of considerable work made in the North and West.

Its specialty is, however, work of its own manufacture, particularly apparatus for fire departments. A hose reel was exhibited by it at the New Orleans World's Exposition which secured first prize, and it will show work of the same sort at the

coming Chicago World's Fair. It is the only manufacturer of work of this sort in the South.

A vast amount of light ordered work is made by it for local patrons and for the trade in this and the adjacent States. This work is constructed of the very finest material and has the highest reputation hereabouts for style and finish, and durability also as well.

Mr. Ainslie is himself a member of the CHAMBER, and an active participant in all its movements to forward Richmond and develop its field.

THE RICHMOND WAGON MANUFACTURING COMPANY, of 1532 East Main street, is an enterprise of comparatively recent establishment, but has already built up a large business for itself, particularly in its specialty, light work, equipped with the "short-turning" gear, patented by one of its principals. Its Main-street place is a sales-room only.

This company proposes to establish a repository at both Washington and Baltimore in the near future. It has a factory employing about 20 hands at East Richmond on the Richmond and Danville Railroad, about three miles out of the city. This factory is 80 by 260, and is appointed throughout in first-class style.

Hand-made work only is produced in this factory, mostly the "Richmond Trap," "Richmond Road Wagon," "Richmond Road Cart" and "Richmond Phaeton Cart." The company is producing about 1,500 of these a year, and is selling them, by means of travelling men, in the South and the Southwest.

CHARLES COMSTOCK, a New Yorker long engaged in the carriage business in the North before he came here, is president of this company, and L. M. BLANTON, an old resident here (also engaged in the real estate business), is secretary and treasurer. The company's patents are Mr. Comstock's inventions.

JAMES McDONOUGH & Co., carriage manufacturers, of 5 to 17 North Eighteenth street, and also of 6 of the same thoroughfare (just across the roadway), are engaged in the livery business, besides, in the same place, and in the undertaking business, and in addition conduct a first-class livery, boarding and sale stable at 11 North Eighth street. From the latter, as their headquarters, they furnish as stylish turnouts to customers as the country affords. Fine rigs for special occasions are a specialty there.

Mr. McDonough has been a resident of this city now going on forty-two years. He has risen from the humble position of a day laborer to

be one of the most substantial business men of the city. When he first came here he worked upon railroads and drove stage, and next was a puddler in the Tredegar Iron Works. Finally he started in the livery business for himself with but a single carriage. This was about eighteen years ago. He began in the carriage-making line about twelve years ago. He has about \$50,000 invested in these various lines of business. He is the employer of 33 persons, and is probably worth, real estate included which he owns, something in the neighborhood of \$100,000. He is a plain man, but "thoroughly business." He supervises the three establishments in person, but is assisted by experienced men. His carriage-making establishment has for superintendent Mr. JULIUS GRASBERGER. His stables he directs himself. His funeral director is his son, Mr. MICHAEL McDONOUGH, acknowledged in his vocation one of the most competent men of any in Richmond.

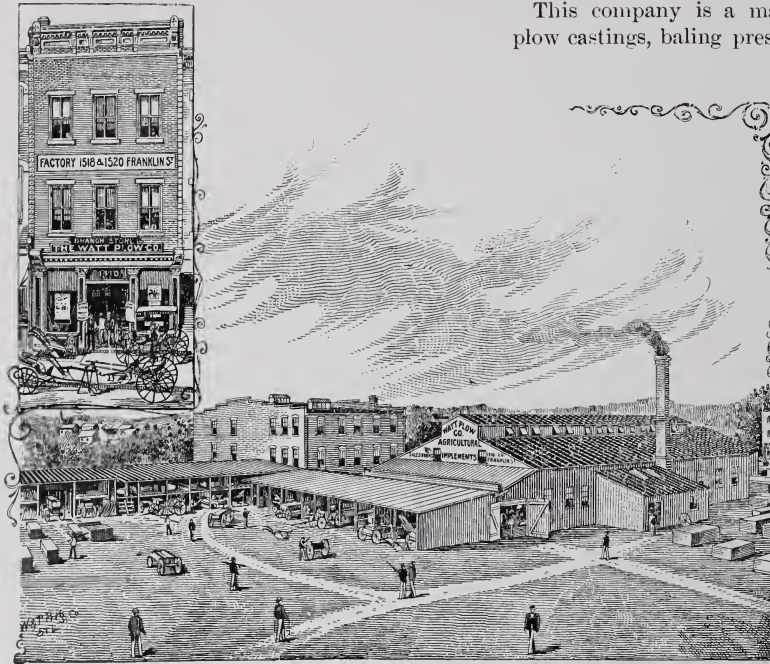
A. B. LIFSCOMB, carriage and wagon manufacturer of 731 East Cary street, is a native of the State, and has been a resident of the city for half a century. He has been in the carriage business for something like forty-five years here, for more than thirty years on his own account; and his is one of the oldest carriage factories of this part of the country.

He builds, to order chiefly, light carriages, phaetons, buggies and sporting wagons of every style; his specialty is, however, the building of heavy hauling trucks, drays, coal wagons and carts, carry-logs, grocery and other light delivery wagons and repairing. He has made himself a reputation during his lengthy business career which brings him a goodly share of the ordered work made here. He warrants work of this class, and builds it at as low prices as are consistent with thorough construction.

W. C. SMITH, manufacturer of, and dealer in, fine carriages of all styles, and manufacturer's agent for low-priced work, at 314 North Fifth street, has 25 hands employed, and has a three-story repository and shops. He makes a specialty of building victorias and phaetons, and he has a very good reputation for the kind of work he turns out.

This is one of the oldest factories here. It was established fifty years ago by George F. Smith, father of the present proprietor. He was in the business with his father, and succeeded him. He owns nearly the whole block on which his business place is situated, and other property here besides.

CONRAD CROSS, manufacturer of carriages and wagons at 29 West Broad street, is patentee of a carriage with folding top which he has sold largely hereabouts, and which has given uniform satisfaction. He is a progressive man, and has profited by his enterprise. He owns his place of business—a three-story brick building, which has a show-room on the first floor, and various manufacturing departments on the other two. He is a carriage maker by trade, and was experienced in it in New York, Ohio, and other parts of the North before he came here. He has been a resident of this city since 1854, off and on, and steadily since 1873, when he opened this place.



SALES-ROOM AND WORKS OF THE WATT PLOW COMPANY.

He employs about 20 hands. He has trade in the country tributary to the city, as well as in Richmond itself.

MINOR & JACOB, carriage manufacturers of Fourth and Marshall streets, have a repository there and a complete shop, embracing wood-working, blacksmithing and painting departments. They handle no Northern work, but manufacture everything they sell to suit the conditions of climate, work, tastes, etc., prevailing here. They have been established since 1865. Both are experienced men in the business. They make a specialty of light work, like

surreys, Dayton wagons, buggies and pheatons, delivery wagons and trucks. They have executed a number of fine jobs for customers in North Carolina, but their business is mostly confined to Richmond and its tributaries in Virginia.

The WATT PLOW COMPANY, of 1518 and 1520 Franklin street, occupies there with its foundry, wood-working and smiths' shops, two acres of ground. It has a carriage and agricultural implement repository at the same place, and a branch store or sales-room at 1410 East Main street. The cut on this page shows both of these places.

This company is a manufacturer of plows, plow castings, baling presses, farm and market carts, and a dealer in light carriages and road carts, and machinery of all kinds. Its specialties are the Watt plows, which, for fifty years, have been recognized as the best of their class on the market, and are sold in every state in the South (and which have been used with the best results in India, to which country the company makes regular shipments); the "Minnich" baling press, which is sold extensively in South Carolina and Georgia, as well as in Virginia;

the celebrated "Peerless" engines and separators; the "Plano" binders and mowers, and the vehicles made by the well-known Staver & Abbott Company of Chicago.

A \$25,000 stock is carried by the house, and with twenty-five hands employed and two men on the road in the Virginias and Carolinas, Alabama and Florida, and exportations to foreign parts, it does a business of \$60,000 aggregate sales a year.

The Watt Plow Company is one of the oldest houses of its trade in the South. It was established in 1840. The present proprietors suc-

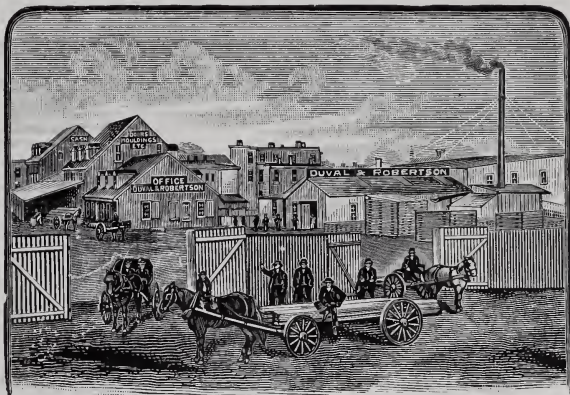
ceeded the firm of Watt & Call in 1888. These proprietors are A. C. SINTON, formerly for fifteen years with the Planters National Bank; S. C. CALL, who is represented in the business by M. CALL, agent; and R. R. GWATHMEY, manager of the drug house of Bodeker Brothers, Richmond.

BUILDING MATERIALS.

UNDER this head we group for convenience in classification all the concerns participating, directly or indirectly, in the work of building improvement here, and contributing with their output to make the grand aggregate shown, of \$5,210,000 for materials produced, entering into house construction; namely, the planing mills proper, and factories producing building finish; the contractors and builders, wood, brick, stone and plumbing, and, incidentally with the planing mills, the box manufacturers, and with the stone men, the quarries, etc.

By way of preface to the first of these divisions of the subject, we may say that as a market for lumber and its products, and headquarters for the manufacture of boxes of all descriptions, this city has risen steadily in importance during the past quarter of a century, so that to-day the production of tobacco boxes is a very important business here. No detailed account of the industries of Richmond would

1867. Since the establishment of the business so many years ago the manufacturing plant has been greatly enlarged and new machinery added from time to time, until, at present, the firm has unsurpassed facilities for carrying on the large and increasing business they enjoy.

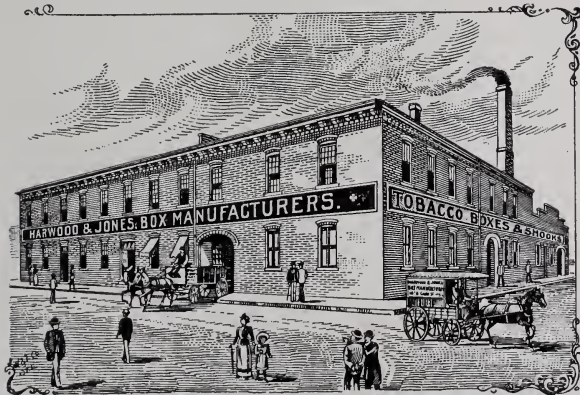


DUVAL & ROBERTSON'S MANCHESTER PLANING MILL.

Their factory is located on the corner of Eighteenth and Cary streets. It covers nearly one entire square. Steam is the power used to operate it, and the daily capacity is upwards of two thousand boxes of all description. Tobacco boxes are the leading specialty, and they are produced of excellent quality and superior workmanship, at a comparatively low cost, and are rapidly disposed of to the trade in all the tobacco manufacturing sections.

In connection with their Richmond business the firm also represents a large shooK manufacturing establishment in Ohio, located right in the center of the sycamore region, and their facilities for transportation being unusually complete, are, therefore, prepared to make shipments of shooks in car-load lots at lowest prices to all points South and West. These shooks are all in shape for nailing, and are grooved also for stamp.

This firm cuts upwards of 2,000,000 feet of lumber yearly, and, with the numerous advantages possessed, Messrs. Harwood & Jones are prepared to compete with any concern of the kind in this section of the country. Both members of the firm are young men. They are enterprising and liberal in all their dealings, and this is one reason, though not all, why the demand for their goods steadily increases. Mr.



HARWOOD & JONES' BOX FACTORY.

be complete without some reference to the large box manufacturing establishments, and especially to that of Harwood & Jones.

HARWOOD & JONES, manufacturers of tobacco boxes and shooks, at Eighteenth and Cary streets, are successors to R. H. Whitlock, who started this enterprise of theirs about the year

JONES is a practical man in the business. He served a long apprenticeship under Mr. Whitlock's management, and is, therefore, familiar with all the details of box manufacture. His partner, Mr. HARWOOD, acted as manager for Mr. Whitlock, and now devotes his time to the financial affairs of the business in that capacity, exercising that care and supervision over all the important details, which is a guarantee of satisfaction to all concerned. The responsibility of the house is unquestionable; its ability to promptly fill orders scarcely disputable, and parties at a distance, by forming relations with this firm, will derive advantages that could, with difficulty, be secured elsewhere.

WILLIAM C. CAMP, box manufacturer, of 18 North Twenty-third street, is successor to his father, John W. Camp. The latter established the business in 1855. Mr. Camp succeeded him in 1881. He has had a life-long experience of it himself. His place is 50 by 150, and is equipped with machinery enabling him to produce about 150,000 boxes annually. These are taken by the two largest tobacco factories here. He employs about twenty hands.

MR. CAMP is president also of the Guarantee Building, Trust and Loan Company of this city.

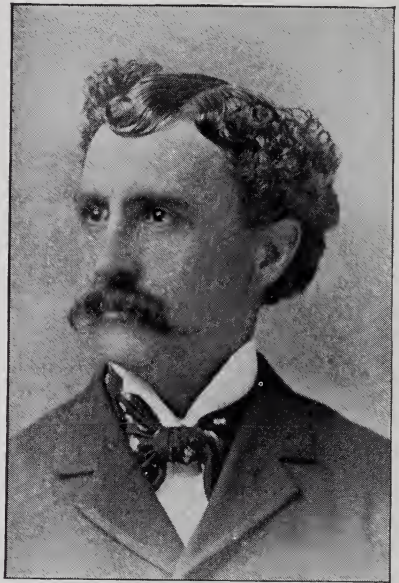
JOSEPH ALLARD, Jr., lumber dealer and box manufacturer of 15 North Twentieth street, is the business designation of the partnership of J. C. & Mrs. S. A. Allard, established in 1869 by succession from Joseph Allard, deceased. This house has a planing mill with an equipment valued at \$10,000. This mill and the ground occupied by it is owned by the firm. It has capacity of about 25,000 feet a day and is generally devoted to the manufacture of poplar packing cases. Its business ranges from \$40,000 to \$50,000 a year. The lumber business is conducted incidentally.

MR. J. C. ALLARD, son of the founder, manages the business. He was raised to it under his father, and has been in it for years. The house is now in its twenty-sixth year, and is one of the most prominent of its line here.

DAVID M. LEA & Co., manufacturers of tobacco, cigar and cheroot boxes, packing cases, egg crates, etc., at Twentieth and Main streets, have a mill there employing 50 hands, and equipped throughout with the latest machinery known in the business. This mill is three stories high, 60 by 155 feet in area, and is operated by means of a fifty horse-power engine. The lumber used by it is sycamore and poplar from

Ohio, and Spanish cedar (for cigar boxes) from the West Indies. It utilizes 2,500,000 feet a year, and does a business of \$50,000 during that time.

This firm has \$30,000 invested in its mill. It is successor to Lea & Wells, established in 1870. The partners in it are CHARLES E. WHITLOCK and JAMES R. GORDON. Mr. Whitlock is prominent here in financial circles, and has stock in many corporations of the city. He also owns considerable real estate. He has been a member of the City Council for years. Mr. Gordon is of J. R. Gordon & Co., wholesale lumber dealers hereinafter described, one of the most notable firms of their line here.



JAMES L. ROBERTSON,

Of DuVal & Robertson Planing Mills, Manchester.

J. R. GORDON & Co., manufacturers of, and wholesale dealers in, lumber, at Nineteenth and Cary streets, have yards there covering an area of 45,000 square feet, or half a square, and furnished with a side track from the Richmond and Danville roads, which gives them connection with the other roads centering here also. They are the owners of two mills, also, situated on the Baltimore and Ohio Railroad, in Ohio, which have a capacity of about 25,000 feet daily and jointly. These mills produce sycamore lumber. The demands of the trade, also, require the firm to obtain other lumber in large quan-

tities from outside mills. Its dealings will aggregate, in the course of a year, many million feet. Their principal customers are the box manufacturers and planing mills of Virginia and North Carolina. They have interests in that line themselves—are principals in the firm of D. M. LEA & Co., box manufacturers here (just described), in fact.

The business of this house was established over fifty years ago by R. H. Whitlock, father of CHARLES E. WHITLOCK, who is the "Co." of the firm name. Mr. Gordon, managing member of the firm, has been connected with it for very many years. Mr. Whitlock is a moneyed man, and is interested in many local projects. The firm has membership, as a partnership, in the CHAMBER OF COMMERCE.

DuVAL & ROBERTSON, of Hull and Decatur streets, between Seventh and Eighth, MANCHESTER, operate a large planing mill and lumber yard there, and have saw mills besides, at PLEASANT SHADE, Greensville county, Va. The place in Manchester covers an entire square. The planing mill there is 50 by 120 feet, and is thoroughly equipped with machinery. They make a specialty of the manufacture of mouldings and cornice work and general plan-

Their plant here has a capacity of 10,000 to 15,000 feet a day; their saw mill from 15,000 to 20,000 feet in the same time.



THOMAS E. STAGG'S BOX FACTORY AND PLANING MILL.

They usually carry on hand a \$20,000 stock. They sell most of their product in this State and adjoining parts, but are shippers also, to some extent, to northern and western points. They do a business of something between \$75,000 and \$100,000 a year.

They began in the saw-mill business in 1873, and the next year opened their lumber yards here. They built the planing mills here in 1886.

Mr. B. J. DuVAL supervises affairs at the saw mill, and is also engaged as a farmer in Chesterfield county. Mr. JAMES L. ROBERTSON, his partner, has charge of the business here, and is identified with many Manchester enterprises. He is a director of the Mechanics and Merchants Bank of Manchester; vice-president of the Manchester Building and Loan Association; director of the National Building and Loan Association, and also of the Baltimore and United Building Fund Company.

The firm owns, besides this, much valuable real estate, and rents out from thirty to forty houses in Manchester.



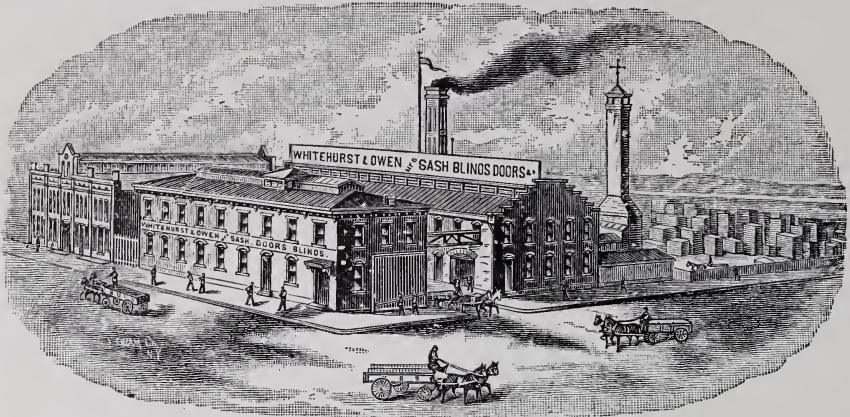
DAVID M. LEA & CO.'S BOX FACTORY.

ing-mill work. They employ 20 hands here and 35 in the saw mills, adjacent to which they own 3,000 acres of timber lands, and they buy, besides, a great deal of timber on the stump.

THOMAS E. STAGG, dealer in lumber and manufacturer of sash, blinds, doors and interior finish, boxes and packing cases, at 1413 to 1423 East Cary street, has about \$100,000 invested in his mill and its equipment. His place occupies both sides of the street and embraces an

extensive storage yard, the property formerly occupied by the Richmond Stove Company, which he recently purchased out of the profits of a business successfully conducted by him for the last twelve years.

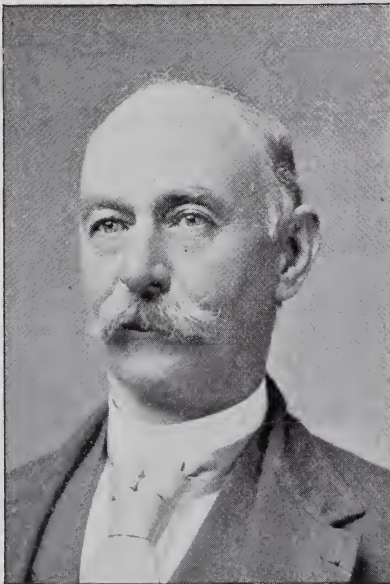
county—across the James from here—in the timber district of that part of the State, and from this gets part of his stock. He is also a buyer of material in Michigan, Tennessee and other lumber regions. He employs about 50 hands,



WHITEHURST & OWENS' PLANING MILL.

Mr. Stagg is a native of Charles City county, from which he came here about twenty years ago. He was a working carpenter for some

and does a business of perhaps \$150,000 a year. He is a member of the CHAMBER OF COMMERCE.



T. WILEY DAVIS, Contractor.

years after. He bought out Sam Flournoy about ten years ago, and began then in his present line. He operates a mill in Chesterfield

W. J. WHITEHURST, manufacturer of doors, sash, blinds and fine interior finish, at Tenth and Byrd streets, operates one of the largest establishments of that sort in the South. He has a numerous force of skilled employes, and does a great deal of work for Northern and Western points, as well as for places in the Richmond trade territory proper of Virginia and the Carolinas. He fills orders for cities as distant as Augusta, Me.; Springfield, Mass.; Philadelphia, Pa.; Ottumwa, Ia.; Fort Smith, Ark., and those in the State of Florida.

Mr. Whitehurst is sole proprietor of this place. He was raised to the business with the old firm of J. J. Montague. He embarked in it on his own account, about ten years ago, as one of the firm of Whitehurst & Owen, whom he succeeded on the first of January, 1892. He is a man of life-long experience of his business, and his establishment has no superior here. Its equipment embraces a full complement of the most improved machinery known in his line of business, and it utilizes a vast quantity of pine and the various kinds of hard woods in the course of the year.

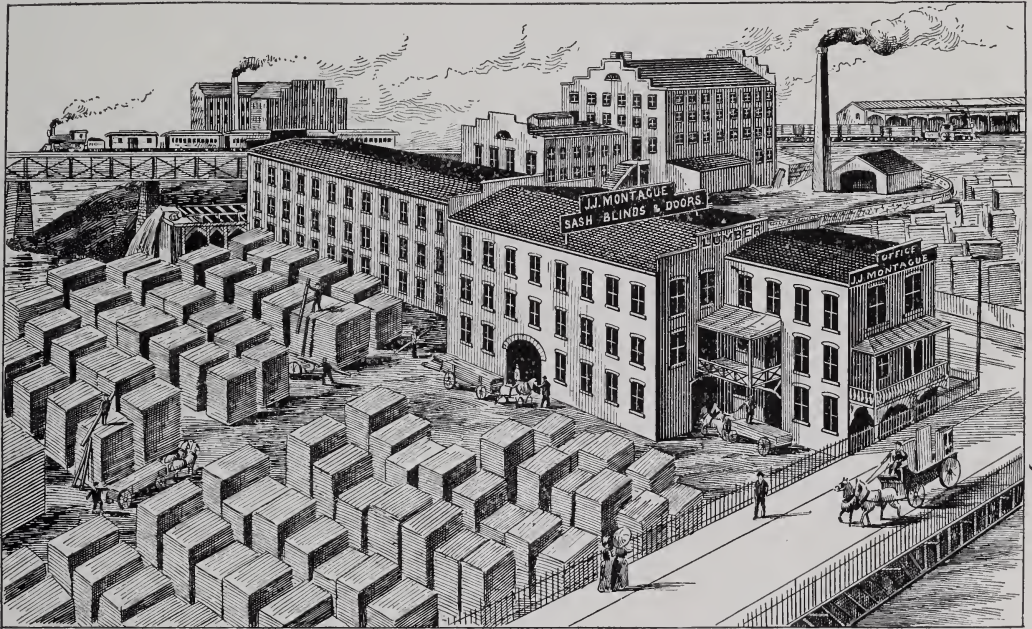
An illustration accompanying this matter shows its external appearance and arrangement. Internally it is as near perfection as any mill in the land.

J. J. MONTAGUE, wholesale dealer in lumber and builders' hardware, and manufacturer of sash, doors and blinds, occupies nearly the entire block from Eighth to Ninth, and from Arch street to the river. He has an equipment of mills there valued at \$60,000, and in them has 50 hands employed; and alongside has a large shed for storage of seasoned lumber, finished materials, and a warehouse for hardware and glass. He makes a specialty of supplying the building trade of the city, Maryland, the two Virginias and the Carolinas, and he does a business of \$150,000 a year.

Mr. Montague has been in the business here since 1865. He has accumulated a fortune in it

THE CONTRACTORS.

T. WILEY DAVIS, contractor and builder, of 16 North Twentieth street, can point to many a fine example of his skill in the business he follows here, among them some of the largest buildings and costliest structures of the city: Several of the great Richmond tobacco factories, many handsome and costly residences, notably that of Mr. William H. Jones, corner Franklin and Laurel streets, conceded by many to be the handsomest in the city, and a dozen or more of churches—the Venable-Street Baptist, Grace-Street Baptist, and the Grove-Avenue Baptist Churches; the First and Fourth Colored Baptist



J. J. MONTAGUE'S PLANING MILLS AND LUMBER YARDS

and has invested in a number of local enterprises, among others, the Planters National Bank and the Virginia Safe Deposit and Fidelity Company, of both of which he is a director; the Richmond Locomotive and Machine Works; the Virginia and North Carolina Wheel Works; and also in the Clifton Forge Water Works, of Clifton Forge, W. Va., of which enterprise he is president. He is a member of the CHAMBER OF COMMERCE, and is a member of Lee Camp, Confederate Veterans.

The cut accompanying this matter is a view of his works, office and yard as they appear from the river side.

Churches; the Union Station Methodist Church, and Corcoran Hall on Church Hill.

He has done, in fact, a leading business in his line ever since he came out of the war. He was a foreman with other builders before the war, and has had, altogether, some forty years experience in his line. He employs from ten to twenty-five hands (according to the state of trade), and does a business of perhaps \$50,000 a year. He has reputation in the business for the thoroughness with which he completes all work or commissions undertaken.

Mr. Davis has been prominent also in public affairs. He has been a member of the public

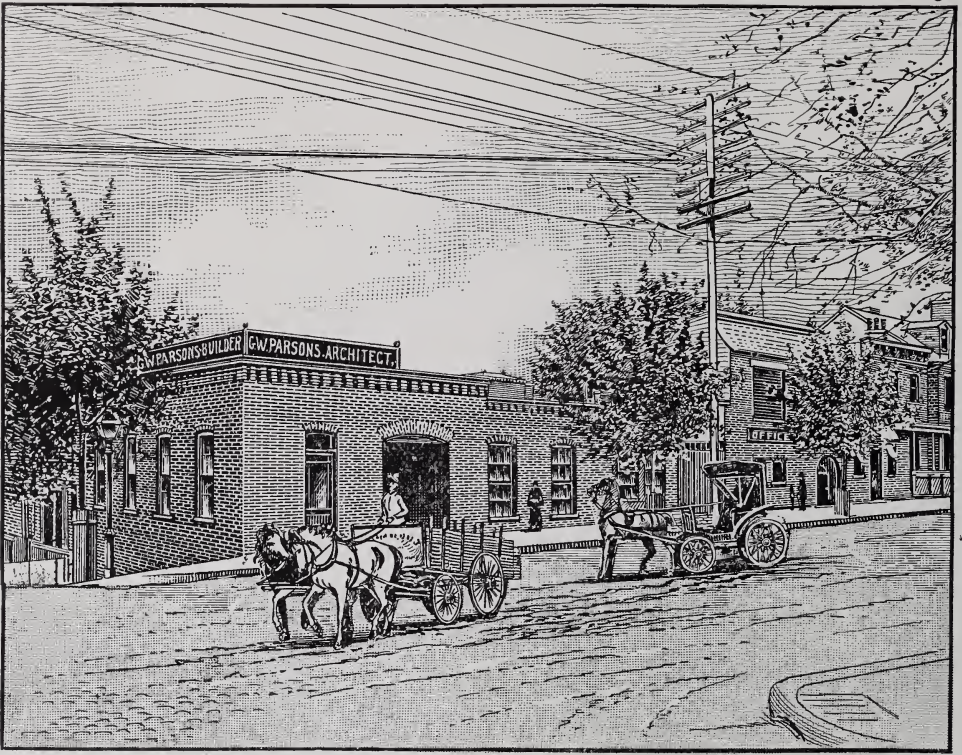
school board, and was city councilman for eight years. He has also been a State legislator. He is a member, of course, of the CHAMBER OF COMMERCE.

G. W. PARSONS, architect and builder, of Fifth and Canal streets, has executed commissions of importance here, among them some of the finest residences of this city and county.

He is well known here as a master of his business, the general appearance of whose work recommends it at once as work that has received careful consideration, particularly as to propor-

shows his place of business; his portrait is on page 105.

TREXLER & ELMORE (WILLIAM TREXLER and R. E. ELMORE), carpenters and builders, of 5 North Cherry street, have been established in partnership about twelve years. During the last few years they have built a great many residences, in the West End of the city especially, among them many of their own. They have built some of the finest homes here, that of Mr. D. Strause, on Grove avenue, for instance, and of Thomas H. Gunn, on Franklin; Robert D.



GEORGE W. PARSONS' OFFICE AND SHOPS.

tions and artistic effect. He seems to avoid, studiously, all unnecessary embellishment, and to strive for that simplicity which is usually the most striking and pleasing in architecture.

Examples might be instanced of his achievements in this direction; but his work should be seen to be rightly appreciated. Correspondence or interview with him would, perhaps, be the most satisfactory method of inquiry concerning his work and himself.

The illustration accompanying this matter

Bosher, same street; William McBain, Floyd avenue; E. C. Tinsley, East Grace; and many others as notable.

They furnish estimates and give special attention to job work, and they make a specialty of first-class materials. Both are men of substance and property; both natives of the city.

Their shops are as well, if not better equipped than any carpenter shop in the city. They have steam-power, and are provided with planers, band and circular saws, lathes, moulders, etc.

They afford employment to 12 men the year round.

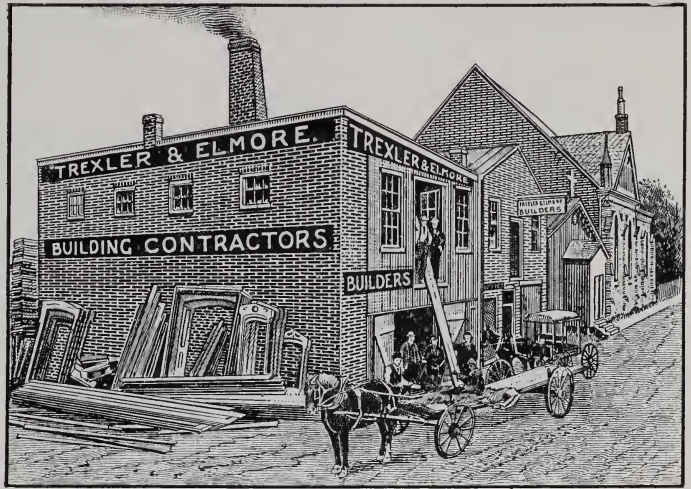
Mr. TREXLER is the outside man, and supervises personally all the mechanical work. Mr. ELMORE devotes his time to the finances and other inside work.

Mr. Trexler's residence is at 206 South Pine street, and Mr. Elmore's at 106 North Beech street. Their portraits are on page 109.

STOWE & NUCKOLS, contractors and builders, of the corner of Governor and Ross streets (the building shown in the engraving accompanying this matter, with an addition acquired since the cut was made), own their place of business, and are men of considerable resources accumulated in course of trade.

They are young men, comparatively speaking, but exceptionally energetic and enterprising. They have been established about four years in com-

The brown-stone front flats at Third and Grace streets, which cost \$26,000; Allen & Ginter's large leaf tobacco warehouse, which cost \$42,000; T. W. Wood's fine mansion at Woodland



TREXLER & ELMORE'S SHOPS.

Heights, which cost \$10,000; the west wing of the Central Insane Asylum at Petersburg, which cost \$20,000; the Female Seminary at Burkeville, Va., which cost \$28,000; and they have just completed a large tobacco warehouse for A. B. Eddins, which cost \$10,000.

They have a steam equipment in their place on Governor street, and every facility to enable them to turn out all sorts of interior and exterior house finish. They employ about 15 hands steadily in these shops, and perhaps 125 on contract work generally.

Portraits of the members of this firm embellish page 108. Mr. STOWE, of the firm, is a native of Petersburg, but has lived here about all his life. Mr. NUCKOLS was born in Buckingham county, and has lived here about eight years. Like Mr. Stowe, he has been a mechanic from his youth. Both, in fact, are finished workmen themselves, giving personal supervision to the orders entrusted to them.

DUKE & JOHNSON, carpenters and builders, of 117 South Second street, have been established eighteen years—that is to say Mr.

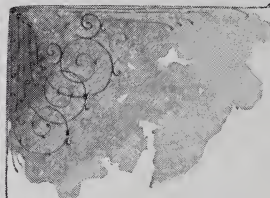
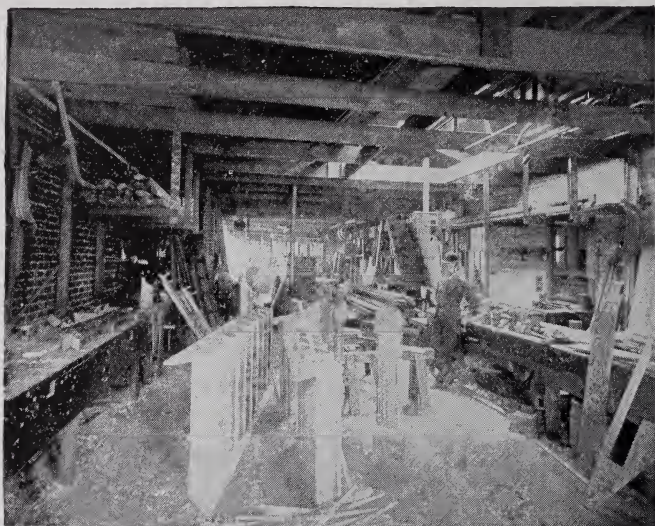
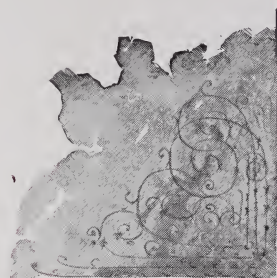
Duke has—and Mr. Jobson has been associated with him during the past year or so. They make a specialty of repairing and remodeling, but do considerable new work also.



STOWE & NUCKOLS' SHOP AND FACTORY.

pany, during which time they have built, among other fine structures here and hereabouts, the following:

THOMAS DREVER, stair-builder and wood-turner, of 303 West Cary street, has followed that line of business with success for a number of years, and in that time has executed some of the best work in his line ever done here; among other jobs, all the stair work in the new Masonic Temple. His place is equipped with machinery for the manufacture of brackets and all kinds of scroll work, as well as newels, rails balusters, and wainscoting in all kinds of hard and soft wood, and his prices are exceedingly reasonable.



SHOPS OF THOMAS DREVER, STAIR-BUILDER.

F. SITTERDING, contractor and builder, of 4 East Leigh street, maintains there shops and a mill to manufacture building material on his own account, covering half a square, and extending from Jackson to Leigh streets, and out also to St. James street. He is one of the foremost contractors of the South. He employs more men regularly than any other contractor here,

usually 50 to 75, about 25 of them in his planing and moulding mill, which has large yards for the storage of lumber alongside. There he frequently carries a stock of 1,500,000 feet of lumber. He also has a yard, with railroad siding to it, at Lombardy and Leigh streets. He does a business of \$300,000 to \$400,000 a year.

Mr. Sitterding is a German by birth, and has been a resident here for twenty years. He has

been engaged in the business here on his own account for the last fifteen years, and although not yet in his fortieth year, has risen to the most prominent place in the trade here. He has executed, among other notable contracts here, the

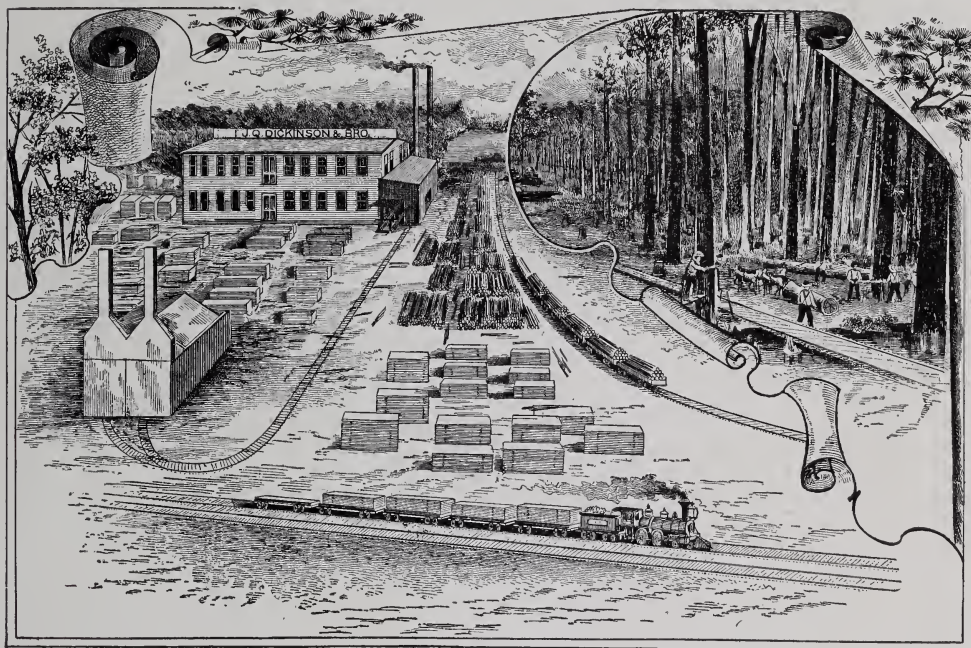
Exposition Building; the Church of the Sacred Heart, Floyd avenue; the Baptist Church at Barton Heights; a very fine row of eight houses on Harrison street for Major C. M. Bolton, and a very large number of the finest and costliest residences of the city, as well as similar work, also, outside of Richmond.

He is a member of the CHAMBER OF COMMERCE.

J. Q. DICKINSON & BROTHER, manufacturers of timber and building contractors, of this city, are owners of timber lands, adjacent to the city, from which they procure, in large part, their own lumber supply, and have a saw mill on the York River Railroad near the Government road crossing above Rocketts, Richmond's most easterly suburb, to cut it. Their timber is of several varieties, but pine chiefly, and, interspersed with this, oak, hickory, walnut and poplar. Their mill has the "Lane" equipment, and the very latest dry-kiln appointments, and, in connection with it, they have a planing mill and are provided with

plasterers, bricklayers and laborers. Their business aggregated \$75,000 during that twelve months; and for the current year the prospect is that it will be considerable more.

They rebuilt the large warehouse of the Richmond Cedar Works and the new plant of the Southern Stove Works here, a \$5,000 job, and completed the latter in ninety days. They built complete also, in four months, the Colored Baptist Church in Manchester, and raised its 120-foot steeple without the aid of outside scaffolding. They built, also, thirteen brick residences on the old "Morton's Flower Garden" place, at a cost to the owners of \$28,000; two large resi-



MILLS AND TIMBER LANDS OF J. Q. DICKINSON & BROTHER,
Contractors and Builders and Manufacturers of Building Material

a lath saw, so that they enjoy the unusual advantage of facilities for obtaining the raw material direct from the stump, and utilizing it through all the processes required to finish construction of the buildings complete, for which they contract.

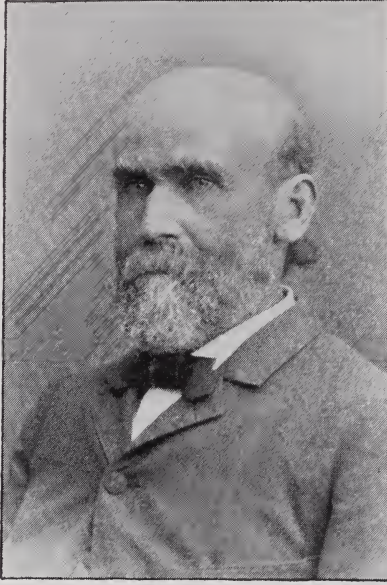
As mill-men and lumber dealers they employ about a dozen hands in the woods and 12 or 15 teams, and about a dozen more men at the mill. Last year (1891) they had, as contractors, 20 carpenters at work for them, and numerous

dences on West Grace street that cost \$7,000 to build, and various other important jobs besides.

They make a specialty of building with unusual dispatch, when time is an object of more than ordinary importance. Their facilities and experience enables them to execute such work with a speed that confounds and perplexes many of their competitors. The Stove-Works job is a case in point.

The firm of J. Q. Dickinson & Brother has its office at 821 East Main street. It is successor to

J. Q. DICKINSON, senior and managing partner. He began business here in 1885. His partner is his brother, W. P. DICKINSON. Mr. J. Q. Dickinson is a native of Goochland county. He



B. B. VAN BUREN, Stair-BUILDER.

went from there to New York in his youth, in 1879, and there mastered the contractor's and builder's trade, and incidently, with it, the principles of architecture. He afterwards visited St. Louis, Chicago, New Orleans and other large cities, and finally began here, as has been said,

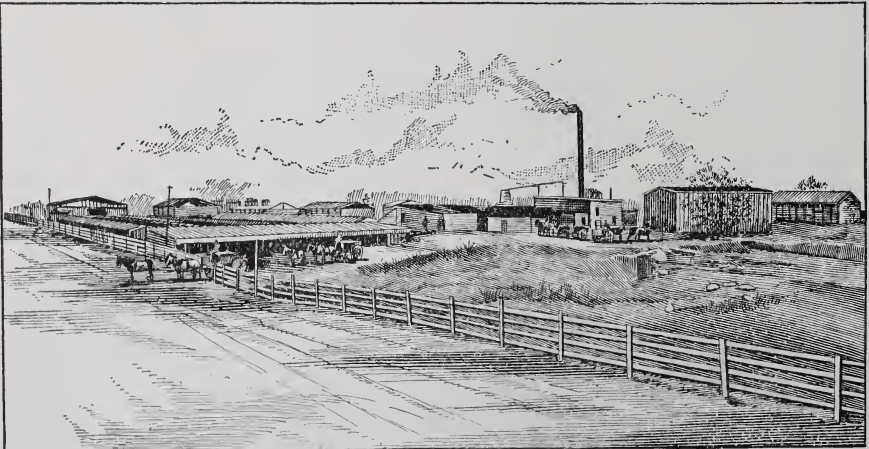
in 1885. W. P., his brother and partner, learned the trade with him. They formed a partnership in 1892, and then branched out into business as manufacturers of building material, and as contractors for buildings, with stair-builders' supplies as a specialty.

Their portraits are on page 107, and there is a cut of Mr. J. Q. Dickinson's residence (situated at 2810 East Marshall street) in another part of the book.

B. B. VAN BUREN, stair-builder and hardwood finisher, of 113 West Broad street, has reputation as one of the most expert master-workmen of that line in the city. He has been here for forty-five years, and has been doing business on this same square since 1856.

Some of the finest work done here in this line must be credited to him. Especially fine are the staircases of his construction in the residence of J. B. Pace, banker and capitalist, which residence was the first here finished in hardwood. The staircase of Major Lewis Gunter's palatial mansion on West Franklin street, and in his country house on the Brook Pike, just outside of town, were also built by Mr. Van Buren, and, besides these, and undoubtedly the most notable work of the kind here, other examples of his handiwork are to be seen in the new Commonwealth Club House, and the residences, among others, of John P. Branch, Fred. R. Scott, Robert Boshier, T. H. Ellett, E. A. Saunders and P. H. Mayo.

Mr. Van Buren is a native of Bath county, Va. He came here a boy of twelve. He mastered his trade here, and has risen to prominence in it by intelligent application and talent for it.



W. J. READY'S BRICK-YARDS.

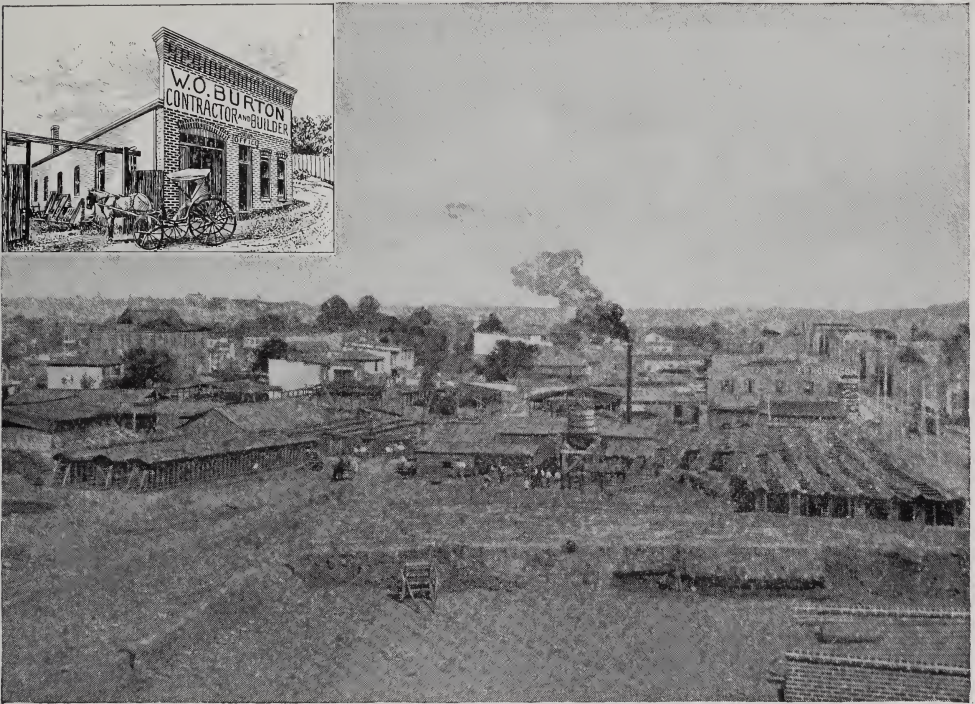
BRICK YARDS AND CONTRACTORS.

W. J. READY, builder and brick-maker, of Manchester, has yards covering about fifteen acres of excellent clay lands there, and runs three brick-making machines of capacity to produce 8,000,000 brick a year. He makes red brick of every sort known to the trade. He sells, for the most part, in Richmond and Manchester. He employs between 75 and 125 hands, part making brick and the rest on building contracts. He built the new Rountree Trunk Factory here, which cost \$10,000, furnished the terra cotta for the new Market building here, and is the builder also of the Young

his home, 1111 Grove avenue, Richmond, a modern brick structure (shown also in a cut on page 110), and one of the finest in the city, included.

W. O. BURTON, contractor and builder and manufacturer of brick, at 110 Foushee street, has been engaged in that line for the last ten years. He has a place on Foushee street, 150 feet square, covered by his shops and his office, which are built of brick, and has his brick-yards in Manchester. An illustration accompanying this matter shows both his places.

He has from 120 to 150 hands employed, according to the state of trade, and he does a



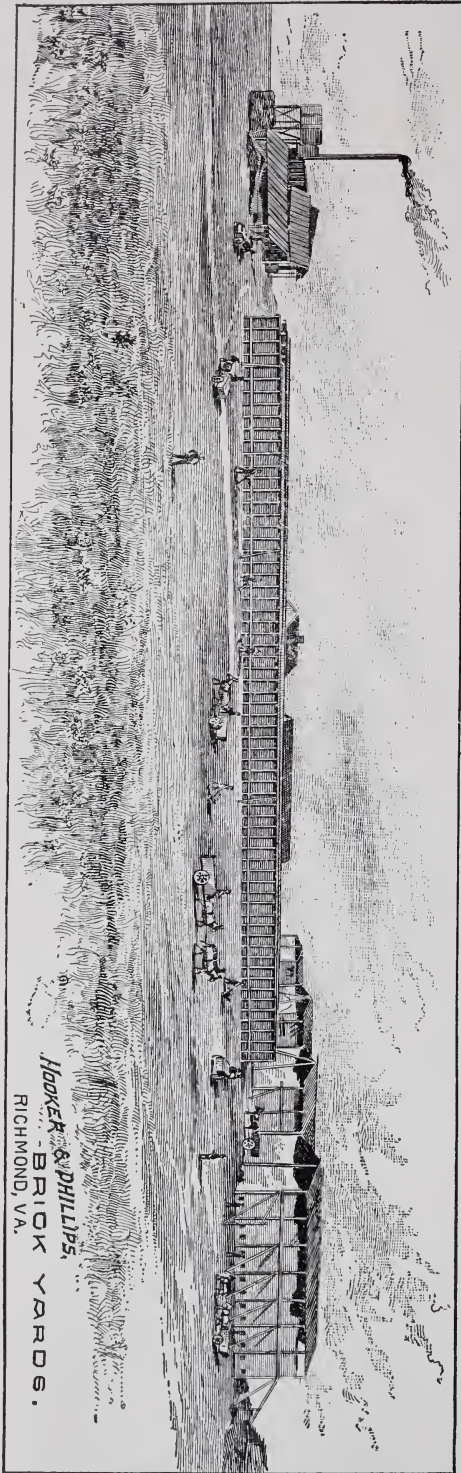
OFFICE AND BRICK-YARDS OF W. O. BURTON, BUILDING CONTRACTOR.

Men's Christian Association Hall of Richmond, Allen & Ginter's leaf warehouse, and numerous fine residences of the city. He is now engaged in filling his contract for the erection of the State Reform School at Laurel Station, seven miles out on the Richmond, Fredericksburg and Potomac Railroad. His portrait is on page 110.

Mr. Ready has been established for ten years here, and before that had yards about seven miles up the canal. He has been very successful in his business, and is the owner of valuable real estate both in Manchester and Richmond,

business in the city and its field of perhaps \$150,000 a year.

Some of the finest structures in Richmond were built by him, among others, the new Masonic Temple here, one of the handsomest buildings of the South; Grace Street Baptist Church, Lombardy Street School, the Davis Shoe Factory and the residences of Thomas Staggs and George B. McAdams. The Masonic Temple cost, complete, \$150,000; Grace Street Church, \$50,000; and these are illustrations of the character of contracts he takes. He was recently



awarded the contract to build the new State Library building, shown on page 25 of this work, and he is now completing the new CHAMBER OF COMMERCE building here, which is to cost, perhaps, \$150,000. An illustration on page 9 shows the appearance of this structure as it is to be.

BURTON'S BRICK WORKS, corner Fifteenth and Hull streets, Manchester, have a capacity of 50,000 brick a day. Their annual production is about 3,000,000 brick, and they usually carry in stock about 1,000,000. Mr. W. O. BURTON, the proprietor—the same whose other affairs have just been described—is one of the best known Richmond builders and contractors. He has an office in the city, as has been said, at the corner of Foushee and Canal streets, and he has built, among other large structures here, the Masonic Temple, Grace Street Baptist Church, and the "third tier" of the State Penitentiary. His brick yards in Manchester cover seven acres. He uses machinery and turns out both pressed and common brick. He employs about twelve teams, and more than a hundred hands. His portrait is on page 105 of this work, and there is a cut of his residence on page 50.

HOOKER & PHILLIPS (W. R. HOOKER and L. W. PHILLIPS), manufacturers of brick, beyond the new reservoir, and general contractors for brick work, with office at 11 South Beech street, have been established, on their own account in that line for four years, and have been doing, of late, an especially profitable business.

Their yards are on West Cary street, west of the city limits, and they cover seventeen acres of ground. They have an equipment of Martin brick machines of 30,000 daily capacity, and have 25 hands and 15 teams steadily employed. Common brick are their specialty, but they also manufacture considerable pressed and paving brick.

During recent years this firm has erected, under contract, many fine buildings here, and also quite a number for themselves, principally in the fashionable residence district of the West End.

STONE CONTRACTORS AND QUARRYMEN.

PETER COPLAND, quarryman and stonemason and contractor for monumental work and stone cutting, has yards at Seventh and Canal streets, supplied with cranes, etc., and all the necessary mechanical facilities for the business, into which yards the tracks of the Chesapeake and Ohio Railroad runs. He has lately purchased also a tract of land on the Richmond, Fredericksburg

and Potomac Railroad, three and a half miles from the city, upon which he will shortly open a quarry that contains an inexhaustible supply of the finest granite.

Mr. Copland began business here in this line in 1830 as a member of the firm of Mitchell & Copland, and when Mr. Mitchell died about two years ago, he succeeded to the entire business. He employs about forty hands and does business not merely in this State, but in all parts of the South. He is a shipper also of brownstone and other materials to the West. Among other jobs of construction executed by him here the following may be mentioned: The new Masonic Temple; the First street viaduct, extending to Barton Heights; the granite work on the Lombardy School; the stone work on Mr. W. L. Royall's house; on Major Dooley's fine residence in the Western suburbs of the city; and on Clay Ward market.

Mr. Copland is ready to estimate on or undertake any sort of work, in his line, to be done anywhere in this country, or to furnish material from his own quarries of these parts. He lives in the substantial residence shown in the half-tone cut on page 111 of this work.

JAMES NETHERWOOD, contractor for stone work of all kinds, on a large scale, maintains yards of two acres area, lying on the water front of the city, at the foot of Virginia street, between the river and the canal, and upon the line of the Richmond and Danville Railroad, which affords him transportation facilities direct. He does a vast amount of granite work, and gets his material from the quarries in the vicinity of the city.

He has been established here in this line for more than thirty years. He was in the business, in fact, before the war. He has been a leader in it ever since he started, and has used more stone—street paving not taken into account—than all the other contractors for stone masonry here together. He usually employs 50 hands, but often has more than that in his service. He does work in all parts of the South, but chiefly in Virginia, the Carolinas and Florida.

He has executed contracts for stone work on the new Planters National Bank here, the new City Hall and Masonic Temple, and he is now engaged on the new Chamber of Commerce building. He put up, also, the Lee, Soldiers' and Sailors', and the Howitzers' monument here; all of which are shown in engravings of this work.

MASON & SIM, general stone contractors, of 603 Canal street, have two yards here, one on Canal and the other on Seventh street. They own, also, a quarry on the Fredericksburg road, three miles from the city, which they are now preparing to work. It is a granite quarry.

The partners in this firm, W. R. MASON and ROBERT SIM, are Scotchmen by birth, but they have been resident here for the last twenty years.

Heretofore (during the last three years in which they have been established in partnership), they have been taking contracts chiefly in Virginia and Pennsylvania. They have had on an average 40 hands employed, and are doing a business of \$50,000 a year. They have executed,



JAMES NETHERWOOD, Stone Contractor.

among other work here, the stone work of R. C. Brown's handsome residence on Franklin street; L. L. Strause's on the same street, near by; J. J. Montague's on the same square, and those of Mrs. Donnan and Mr. James Patton, also on Franklin street. They also laid the stone of the Grace-Street Baptist Church, and that of the new Richmond Brewery. They are dealers in stone and granite, and are prepared to estimate on building or monumental work of any description, or for any part of the country, in competition with anyone, either here or elsewhere.

JOHN R. WILLIAMS & Co., quarrymen and dealers in building and roofing slate, at 918 East Main street (JOHN R. and E. R. WILLIAMS), do the leading business in their line at Richmond. They have been in the business pretty much all their lives, and are regarded as authorities upon all matters connected with it. The Smithsonian Institute is indebted to them for fossils and specimens, and they are known as public-spirited citizens and successful men.

They own and operate the Buckingham slate quarries at Arbonia, Buckingham county, this State, on the line of the James River Division of the Chesapeake and Ohio Railroad. They are very large roofing contractors also, not here alone, but throughout the South. They are, in fact, as a firm, one of the largest concerns of the kind in the United States, and their products and work are well known all over the country.

They employ altogether 300 men. Among other important jobs the following were furnished with slate by them: The Western Union Telegraph building, New York; the Appraiser's stores (Custom House) San Francisco; and the Cincinnati and Richmond City Halls.

The MESSRS. WILLIAMS, principals in this concern, are of Welsh birth, but they have been established in business here for twenty-five years or more. They are members of the CHAMBER OF COMMERCE.

The WESTHAM GRANITE COMPANY OF VIRGINIA, which has offices over the National Bank of Virginia, corner Eleventh and Main streets, in this city, and also in Carroll Hall, corner Baltimore and Calvert streets, Baltimore city, is engaged in business in both, as quarrymen and as a construction and contracting company; but its principal business is the furnishing of building, monumental and cemetery stone, street curbing, paving blocks and rubble stone, from its own quarries situated seven miles south of Richmond, on James river, in Chesterfield county, and on the line of the Richmond and Danville Railroad, from which a branch road runs directly into them.

There are six of these quarries on the 400 acres owned by the company, yielding the very superior quality of the granite for which the vicinity of Richmond is famous. It is of the varieties known as gray and blue, and is furnished by them to the building, memorial and contracting trades in all parts of the country. These quarries are the largest in the State. They supplied most of the stone for the new City Hall in Richmond, which is constructed entirely of granite.

Good samples of this stone can be seen in the First National Bank of Baltimore; the Chamber of Commerce in the same city; the new State, War and Navy Department building at Washington, D. C.; and the Western Union Telegraph building, New York.

This enterprise organized in 1872 with a stock company of \$300,000 capital, in which Colonel R. SNOWDEN ANDREWS, of Baltimore, was principal. About eight years ago Colonel Andrews acquired the entire ownership. Mr. JOHN MCGOWAN, superintendent of the quarries, was formerly engaged in the same business in New York. The company employs steadily about 150 hands, and, as may be imagined, does a very large business.

ROOFING, PLUMBING, ETC.

THOMAS N. KENDLER'S RICHMOND GALVANIZED IRON WORKS, 1101 and 1103 West Broad street, are the largest at Richmond. Mr. K. has put up work on some of the handsomest and costliest buildings, public and private, in the principal cities of Virginia, West Virginia and North Carolina; and the manner in which this work has been performed has earned him a high reputation in the business he follows. He is thoroughly prepared with facilities and appointments to do sheet-metal work in copper, galvanized iron or zinc after architects' designs. He manufactures crestringes, columns, finials, weather-vanes, cornice, door and window-caps, etc., and makes a specialty of galvanized storefronts, metal roofing and fire-proof doors and shutters. He carries in stock corrugated iron roofing and siding, crimped and beaded iron, weatherboard iron, steel roofing and steel brick imitation; also ventilators, chimney tops, elbows and gutter pipes, etc., and can supply the trade from this stock upon short notice.

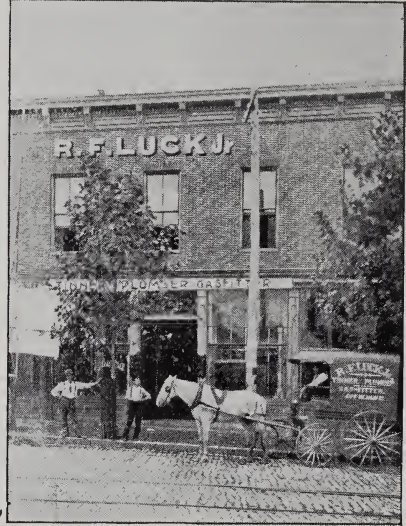
CHARLES H. COSBY, tinning, plumbing and gas-fitting contractor, of 307 Monroe street, is a native of the State, and has been a resident of Richmond since his twelfth year. He began his apprenticeship at the plumbing and tinning trade here, while scarcely in his teens, with Mr. James E. Phillips, who was a leading master plumber of the city at that time. Mr. Cosby has been doing business on his own account for something like ten years, during which time he has executed some of the finest jobs and largest contracts given out here in the trade. He has a great reputation as a plumber, especially in the line of sanitary plumbing, and he is often called upon to execute difficult jobs.

He has the facilities also provided to do roofing and guttering, and this branch also has his attention. He carries a stock of gas and water fixtures and plumbers' materials always on hand.

He is prepared to figure on work of any sort in his line to be done hereabouts in competition with anybody in the business. Many of the property owners here entrust him with work to be done on their houses without estimate at all, so well established is his reputation for thoroughness and reliability.

WEST & BRANCH, dealers in plumbers' and tin-roofers' supplies and contractors for steam-fitting and steam-heating and tobacco and fruit-drying apparatus, at 1417 East Main street, have long enjoyed reputation as the leading firm of that line in Richmond, and in their trade territory, which embraces the two Virginias and the Carolinas. They carry usually a \$15,000 stock, and with 20 hands employed, do a business aggregating \$50,000 a year. Their specialty is contracting for steam-fitting and steam-heating and ventilating, and the trade in pipe and fittings, brass goods and terra-cotta drain and

ting of the Masonic Temple by means of steam-fans, one of the largest jobs of that kind yet done in the city, and one of the most successful. They have done the plumbing and other work of that kind in many of the finest residences of



R. F. LUCK, Jr., Plumbing Shop.



WEST & BRANCH,
Plumbing and Plumbing Materials.

the city and its suburbs, and have furnished and put in steam drying apparatus for most of the larger tobacco factories here, among them P. H. Mayo's, J. B. Pace's, Joseph Cullingworth's, Boykin, Seddon & Co.'s, and the T. C. Williams Company's. At this writing they are doing the steam-fitting of the remodelled First National Bank building here, and of the new buildings of the Commonwealth Club and the Planters National Bank.

Both the partners in this house are natives of Richmond. They are Confederate veterans, and are members of the CHAMBER OF COMMERCE.

R. F. LUCK, Jr., tinner, plumber and gas-fitter, of 504 West Main street, does a contracting business, and gives special attention to Latrobe and other furnace work, setting up stoves and ranges, water-backs, etc., and has considerable business, usually, in the country as well as city. He generally has 15 or 20 hands employed on contract work and, ordinarily, a dozen or so on his regular shop work—among these the best that can be procured. His patrons for job work are the best people in the city.

He is a very fine mechanic himself, and he personally superintends all work entrusted him.

sewer pipe. They are the agents here for the celebrated granite sewer pipe.

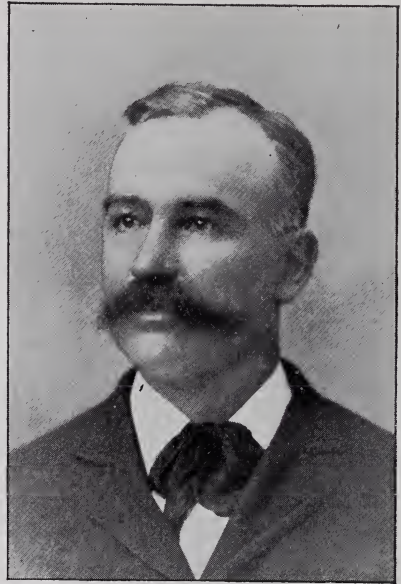
This firm has executed under contract some of the most notable work done in their line here in recent years, among other jobs, the ventila-

He began in the business in his youth, served his time with John Bowers, a leading house here, and afterward worked at the trade for eight years in Danville, Va. Returning here about five years ago, he embarked in business on his own account, and has since been one of the most prosperous of the master plumbers of the city.

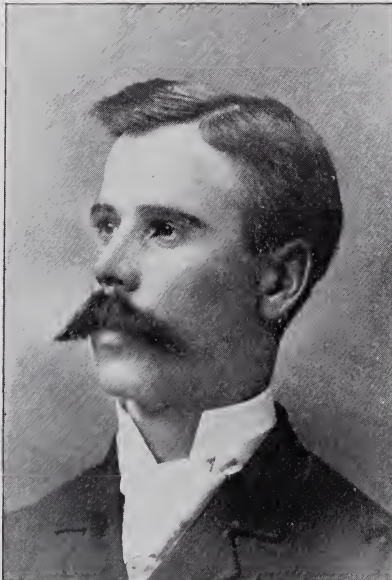
SYDNOR & SHEPARD, general water-supply contractors and dealers in pumps, windmills, tanks, hydraulic rams, wire and iron fences, etc., at 1445 East Main street, make a specialty of artesian well drilling, well sinking in earth or stone, and bored wells, with particular attention to the business of furnishing an ample water supply for private residences, hotels, farms, factories, stock yards, railroad companies or towns. They are prepared to contract for work of this character to be executed anywhere in Maryland, the Virginias or the Carolinas.

The following, among other jobs, have been successfully accomplished by them since they established themselves in partnership in this line a year or so ago: Two artesian wells for Major Lewis Ginter, of the great Allen & Ginter cig-

another on his Sherwood Land Company's tract, west of the city which will be 700 feet deep); one for the Albemarle Paper Company



L. W. SHEPARD,
Of Sydnor & Shepard.



T. G. SYDNOR,
Of Sydnor & Shepard.

arette factory here (one of them at his country seat, "Westbrook," on the Hermitage Road just outside of Richmond, 306 feet deep, and

in this city, 225 feet deep; one for the Franklin Brass Company at Buchanan, Va.; several at the new Virginia iron centers, Clifton Forge and Iron Gate; and hundreds besides these in Virginia of various depths and different sorts.

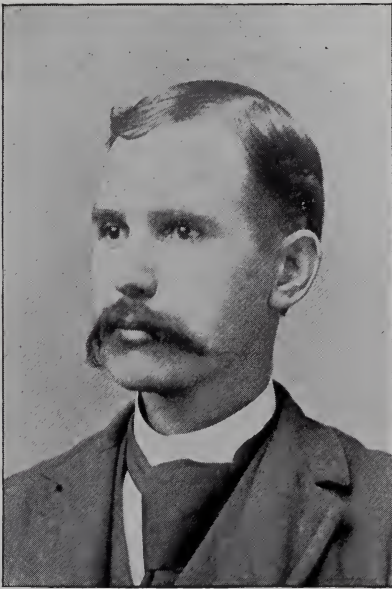
In boring wells by hand-power, terra-cotta is used by them to exclude the surface water, and the wells are so constructed that they can never cave or become stagnant. For securing a cheap but constant supply of water, and for ordinary purposes, they utilize and sell largely RIFE's HYDRAULIC RAMS, the most effective apparatus yet made for the purpose. They have put one of these rams in operation at Barton Heights, and it has given the greatest satisfaction. They are agents for the sale of this ram. They can furnish any kind or sized pump made in the United States, and carry a stock of them at prices ranging from \$1 to \$5,000. They have a full complement of artesian drilling machinery valued at \$20,000, and a large and experienced staff of employees. They are very thorough in their methods and exceedingly reasonable. Although only a comparatively short time established, they are doing a very large business

already, and are putting on more men every day.

Both members of the firm were in the business before their partnership, Mr. THOMAS G. SYDNOR with the well-known house of Smith & Courtney here; and Mr. L. W. SHEPARD by himself. Mr. Sydnor is president of the Hydraulic Engineering Company of this city, which has the State agency for the Rife's rams already referred to.

H. CLAY LYNN, plumber and gas-fitter, and dealer in stoves and tin-ware and household furnishings generally, at 409 Brook avenue, came here about six years ago from Loudoun county, and established himself. He was in this same line there. He is an expert workman himself, and he gives to all work entrusted him personal supervision. He has a corps of skilled mechanics employed and all the necessary tools and appliances. Many of the best buildings put up here in recent years contain examples of work he has executed.

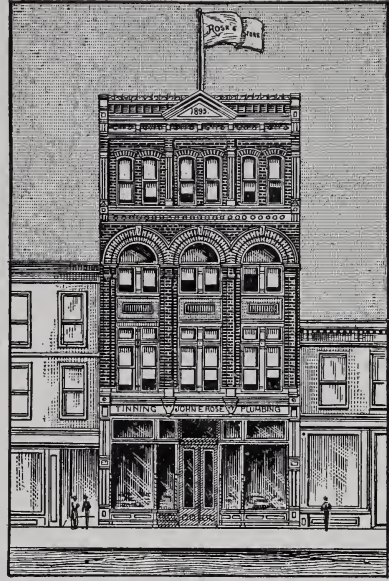
He has also engaged largely in real estate speculation, such as buying and building upon



H. CLAY LYNN, Master Plumber.

suburban property. He is a man of means, accumulated by successful management of these affairs.

JOHN E. ROSE & Co. (J. E. and J. H. ROSE), tanners, plumbers, steam and gas-fitters, and dealers also in stoves, tin ware and house fur-



JOHN E. ROSE'S

Tinning and Plumbing Establishment.

nishings, at 1510 East Main street and 105 East Broad street, do a very excellent business. They usually carry a \$10,000 stock, and their sales in Virginia and the Carolinas, with the contracts executed by them in the course of a year, aggregate something like \$3,000 a month. They are father and son. Mr. John H. Rose has been established since 1861. Mr. J. E. Rose, who, like his father, is a practical mechanic, has been a principal in the house since 1870. They are sole Richmond agents for Charles Nobles & Co., of Philadelphia., and are members of the CHAMBER OF COMMERCE.

Among other jobs which have been executed by them the following are notable: The roofing of the Richmond Locomotive and Machine Works and of the Shockoe Warehouse; the tinning, gas and steam piping of the residence of P. Whitlock, on Second and Grace streets; the plumbing and steam-fitting of the fine dwelling of John H. Gresham on the new turnpike north of the city; the plumbing and gas-fitting of Hasker & Marcuse's building; the steam fitting of the Richmond Mica Manufacturing Company's building, and the tinning, plumbing and steam-fitting of the Millbiser Manufacturing Company's place.

SHANKS & BARRETT, practical plumbers and gas-fitters and tinnery, at 109 Governor street, have a three-story place, the first floor of which is a sales-room; the second a plumbing shop; and the third a tinning shop. They do work everywhere throughout the State, and among other contracts executed by them the following are notable: The steam-fitting of St. Joseph's Asylum on Fourth and Marshall streets, of St. Mary's Benedictine Institute, of the Merchants National Bank, and the residences of H. C. Beattie at Forest Hill Park, and William Rice in Manchester; also the Virginia Normal Collegiate Institute in Chesterfield, and the Central Lunatic Asylum in Petersburg. They have been established since 1866. Mr. SHANKS is of Scotch birth but has lived here for forty-five years, and Mr. BARRETT for forty. Both mastered their trade in the old country before they came here, and both have been rated superior workmen for

just before the war, and after he had served his four years in the Southern cause resumed business, and has followed it uninterruptedly ever since. He has acquired considerable resources by thrift and energy and by strict attention to his business. He is interested largely, as both citizen and business man, in the progress of Richmond, and has been found at all times in line with those liberally assisting the enterprises calculated to benefit the city.

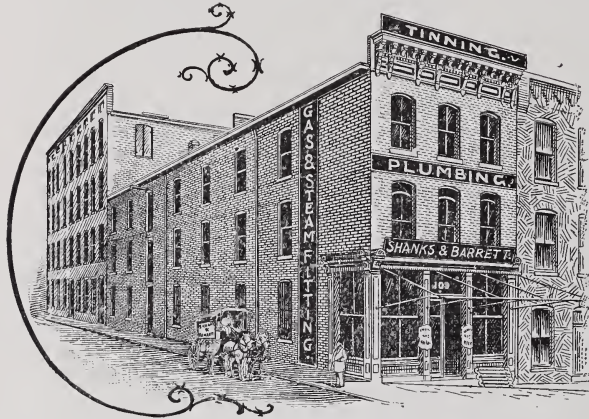
FLOUR AND FOOD PRODUCTS.

The GALLEGOS MILLS, situated on the Canal at Twelfth and Canal streets, Richmond, must be classed, in respect of their history and capacity, among the most famous flour mills of the country. As a venture, they are close to a hundred years old. They have long had a very large share of the Brazilian trade, and their celebrated brands "Gallego" and "Odance" still hold a prominent position in all South American markets. Their management, it may be added, is in the hands of some of the most enterprising business men of Richmond.

These mills had their origin in a mill built by Gallego at the close of the last century somewhere above the present limits of the city. In the early years of the present century they were removed to their present site by a new proprietor, Chevallie, and were destroyed by fire in 1846. They were then rebuilt, but were burned again in the great Evacuation fire of 1865.

The establishment, as it is to-day, was built by Warwick & Barksdale at the close of the war. It cost then, complete, \$350,000. It has been vastly improved since by successive owners, notably by the present proprietors, the Gallego Mills Company, CHARLES L. TODD, president; S. G. FAIRBANK, vice-president; and Captain CYRUS BOSSIEUX, second vice-president and treasurer. Mr. Todd is one of the largest commission merchants of the city. He was a member of the City Council for years. Mr. Fairbank was the leading manufacturer of coopers here before he embarked in milling; and Captain Bossieux is a capitalist and very large land owner. This company has been running these mills successfully since June of 1887.

The Gallego Mills property embraces, in a large nine-story brick building, 100 by 190—to build which required over two and a quarter



SHANKS & BARRETT'S PLUMBING ESTABLISHMENT.

many years. They have a thoroughly-equipped place and do an excellent business.

H. GRIMMELL, dealer in stoves and manufacturer of tinning, plumbing and gas-fitting work at 304 East Broad street, is engaged at present in the plumbing of twenty-five houses. He has just finished a job of eight tenement houses for Major Bolton here, and his work is regarded as very nearly mechanically perfect. He is prepared to do work anywhere in this part of the country. He has a four-story place and an equipment complete throughout. He makes a specialty of furnishing and setting up gas chandeliers, marble mantels, fronts and grates, etc., and of tinning and plumbing contracts.

He is a German by birth, but has been living here since 1857. He began on his own account

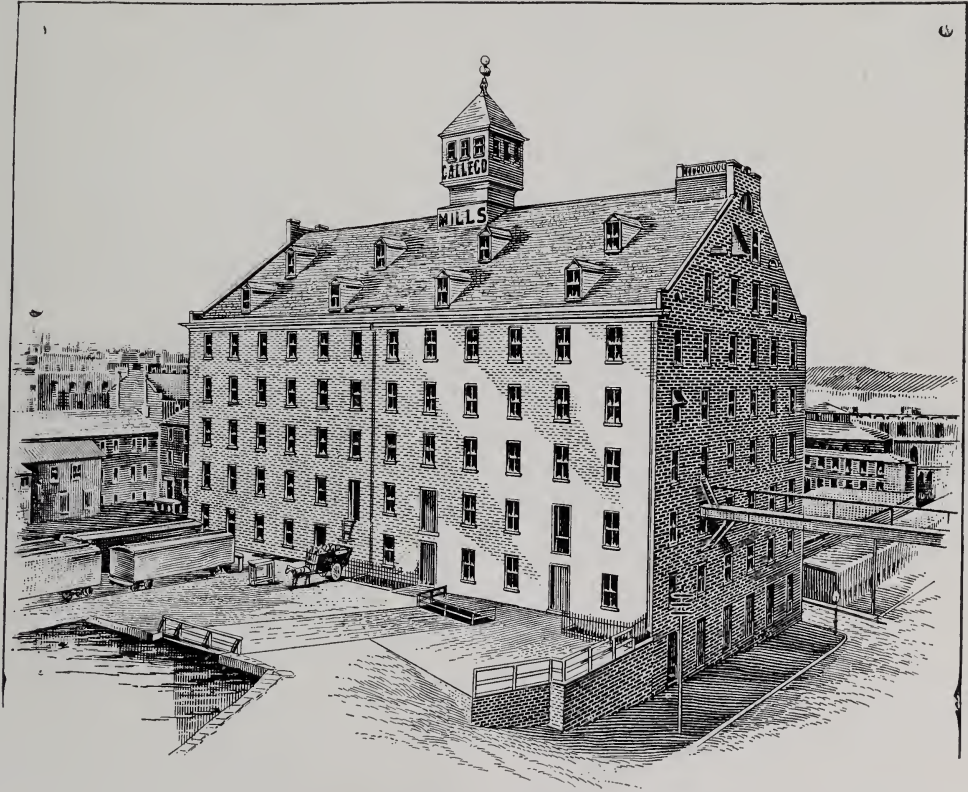
million brick—a flour mill of 1,400 barrels daily capacity, a meal mill of 2,500 bushels daily capacity, and warehouses adjoining, which have a storage capacity of 250,000 bushels of wheat and 20,000 barrels of flour. The mills are equipped with both buhr and roller-process grinding machinery, the latter of the most improved and complete pattern, used mostly for the production of their popular brands for home consumption, and the former for their export brands.

They are operated by the water-power of the James, which is utilized by them to the extent of 400 horse-power, and have advantages supe-

been famous for the keeping qualities of their product in tropical climates. They use Virginia-made barrels exclusively, and, situated as they are at the head of the tidewater here, have both rail and river transportation conveniences.

The company that owns them has \$200,000 capital. They represent an investment of fully \$500,000.

THE HAXALL-CRENSHAW COMPANY operates a flour mill at the foot of Twelfth street which has capacity to produce 1,500 barrels of flour a day, 500 of that by the new roller process and



GALLEGO FLOUR MILLS.

rior to the Minneapolis mills in this particular, in the respect of the milder winter here, which permits work all the year round. They employ 50 hands, and consume about 10,000 bushels daily when running full. They have turned out yearly since the war an average of nearly 325,000 barrels of flour, which is an annual business of more than a million dollars. They sell this product largely in the Carolinas and Virginia, but mostly for export; for the mills have long

the remainder by the old-fashioned plan of the "Buhr stone," and besides this, a mill of capacity to produce 1,000 bushels of corn meal daily. These mills employ, when running to their full capacity, 150 hands. They are equipped with a water motor of five overshot and five turbine wheels, and they have every facility provided for the receipt of grain and shipment of their products, and, generally speaking, to dispatch business. They have

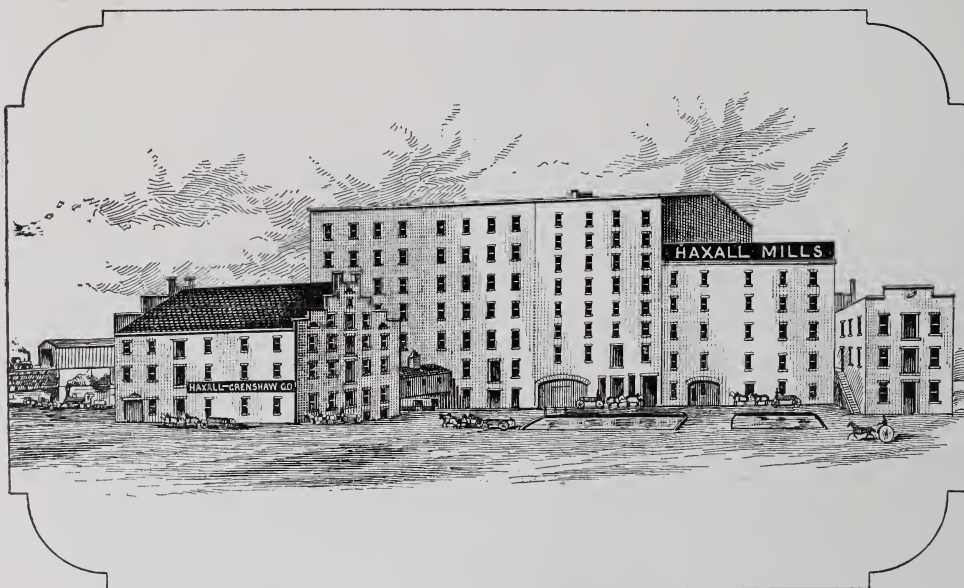
track connection with all the roads centering here.

They manufacture largely for export, and especially for the tropical American trade. They have large sales in Brazil because they make a flour particularly well adapted to the climatic conditions of that country. For this trade they make three brands that are highly appreciated in those parts—the “Haxall,” “Clara” and “Crenshaw.” For the domestic trade they make the “Byrd Island” and “Clara,” which find great favor in all the markets of the South and here at home. These are highly desirable brands for family use.

All these flours are made from select winter wheat, and are put up in packages convenient

and Mr. L. D. Crenshaw, the former vice-president and the latter secretary and treasurer of it. All three were raised to the business from their youth. They have been directing the enterprise most of the time since the organization of the company. Mr. Crenshaw has been identified with it since 1869 and Mr. Barton Haxall has been one of its principals since 1881. The capital stock of this company, \$400,000, is significant of the extent of its business.

H. W. MOESTA is the name under which Mrs. Elenora Moesta conducts the bakery and confectionery business at 111 East Main street. She is the widow of H. W. Moesta, who was a citizen here for twenty-five years and a



THE HAXALL FLOUR MILLS.

for retail trade. The corn meal output of the mill is one of best “water-ground” bread meal, and is likewise popular with the retail trade. It is considered without a superior in this market.

The original Haxall Mills, which these replace, were built in 1809 by the grandfather of Captain Philip Haxall, president of the Haxall-Crenshaw Company. They first gave Richmond prestige in the flour trade. The present mills were rebuilt in 1874. They occupy a tract of seven acres on Byrd Island, belonging to the company, which has a frontage of 1,000 feet on the James.

Associated with Mr. Haxall in the management of this company are Mr. Barton Haxall

very successful business man. His son Rudolph manages the business. This business embraces a bakery which, in itself, is one of the largest in the South, and an ice-cream factory, together employing 17 hands, and with both a city and State trade, the specialties of which are ice-cream and catering. Moesta’s, in fact, are the largest and finest ice-cream parlors of the city. Ice-cream is shipped by this establishment all over this State and to many parts of North Carolina besides, and it does a very handsome business here in preparing the edibles served at entertainments—a line in which it has great reputation, especially in the fashionable “West End,” in which it is.

R. ADAM'S bakery, 11 and 13 South Twelfth streets, is the oldest here, and certainly one of the largest in the State. It was established in 1843 by R. Adam, the father of its present proprietor and manager, R. D. ADAM, who is a member of the CHAMBER OF COMMERCE. It represents an investment of \$40,000 in building and equipment; it employs about 20 hands regularly on bread and cake for the city and State trade, and it consumes, on an average, about 5,000 barrels of flour a year, which is the equivalent of a \$50,000 business in the same time. It occupies a building which is 41½ by 187 feet ground plan, in part three and in part five stories high.

A. J. CLARKE, wholesale and retail baker and confectioner of 1706 East Main street, is successor to his father, F. W. Clarke, who was established here many years ago. He supplies the retailers of the city, and has considerable trade also throughout the State. His place is well known as the American Steam Bakery and Confectionery, and by its specialty, "High Tea" bread and fine confectionery. He utilizes about 40 barrels of flour a week.



A. J. CLARKE, Baker.

Although still a young man, Mr. Clarke has very substantial resources. He owns property here and has other business interests.

LOUIS BROMM'S "Virginia Family Bakery," 516 East Marshall street, has 17 employes, three delivery wagons, and is one of the largest estab-



LOUIS BROMM, Baker.

lishments here. It consumes 75 barrels of flour a week, which is at the rate of \$50,000 business a year. Mr. Bromm, the proprietor, has followed the trade here since 1858, and has been established, on his own account, since 1866. He makes a specialty of the baking of ornamental cakes to order.

Mr. Bromm owns his place of business, a fine three-story brick building of modern architecture, 25 by 160 feet in area, situated in the heart of the city, in the business quarter. An engraving on page 180 shows its appearance, and on this page also is a portrait of Mr. Bromm.

Mrs. E. G. KIDD, manufacturer of "Pin Money" pickles, resides here at 619 North Sixth street. The stranger passing there is aware, perhaps, of a grateful aroma of vinegar and spices. Looking around, he sees only a modest residence, with nothing to indicate that it is the seat of a celebrated enterprise. Yet here, in her basement and in that of the adjoining house, with ample buildings in the rear, Mrs. E. G. Kidd, who prepares these celebrated relishes, gives personal attention to every detail of her expansive business, not only in the factory, but often at the desk; and, in emergencies,

on the road even, she has shown herself equal to the occasion.

Begun some years ago, as the name signifies, for a little "pin money," her industry has to-day attained a national—yes, it may be said an



LOUIS BROMM'S BAKERY.

international reputation. Throughout the country her oil mangoes and other sweet pickles may be seen on the shelves of the leading grocers, in the buffets of the palace cars and on menus of the famous clubs, hotels and summer resorts. Among her patrons, also, are the steamship companies. Orders have been filled for the American Colony in Paris and in other European capitals. Even from diplomatic circles there come occasional "assurances of distinguished consideration."

Under conservative management, this business, begun in a small way and with some embarrassments, shows, from year to year, such steady and healthy growth as to be worthy of mention among the notable enterprises of Richmond.

R. H. HARDESTY (manager for E. V. Hardesty), manufacturer of and wholesale dealer in stick and fancy candies at 1407 East Main street, although only established on his

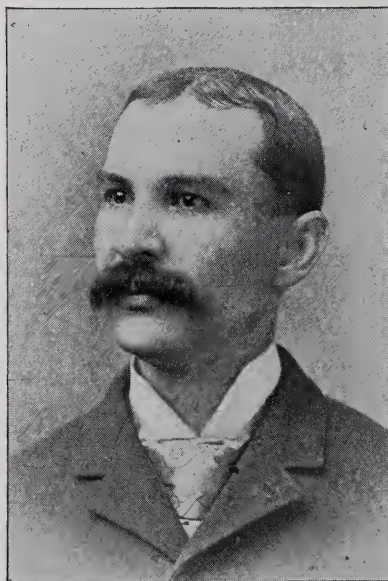
own account for a couple of years, is doing, in all probability, the best business of the kind here. He requires for convenience in manufacture a large three-story building, and he has his place fitted up in modern style. He has 25 hands steadily employed. He numbers among his customers many of the jobbing grocers of the city and State, and his trade is growing rapidly all the while.

He uses more stock than any one in his line here manufacturing, like himself, exclusively. His output, 10,000 pounds (five tons) a day of finished product, is an indication of the extent of his business, and he is obliged to run his place up to its full capacity all the time to keep up with his orders.

His specialties are stick candies and penny goods.

He is a native of the city, and has followed this line here for more than twenty years. He has been compelled to enlarge his establishment lately, and the prospect for the future with him is brighter now than at any time in the past.

OLIVER B. DYER, manufacturer of and wholesale and retail dealer in fine candies, at 614 East

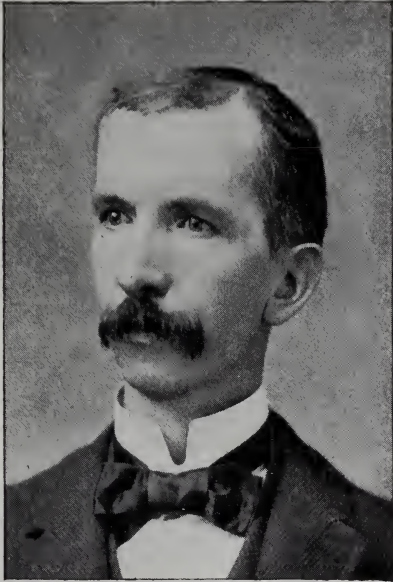


R. H. HARDESTY,

(Manager for E. V. Hardesty), Manufacturer of Confectionery.

Marshall street, has been established in that line since 1862. He does considerable jobbing throughout the State, but his business, generally

speaking, is with the local trade. His specialties are stick candy and hand-made goods; and he also carries a very complete stock of the finest French candies and chocolates.



OLIVER B. DYER,
Manufacturing Confectioner.

He is sole proprietor, also, and manufacturer of the celebrated "Cherokee Cough Drops," which are widely known for their curative virtues in coughs and colds, and are generally conceded the best in the market. They are sold at five cents per box, and can be had at all drug stores and confectioneries. The trade is supplied with them by Purcell, Ladd & Co., the Powers-Taylor Drug Company, the Owens & Minor Drug Company and Bodeker Brothers, of Richmond.

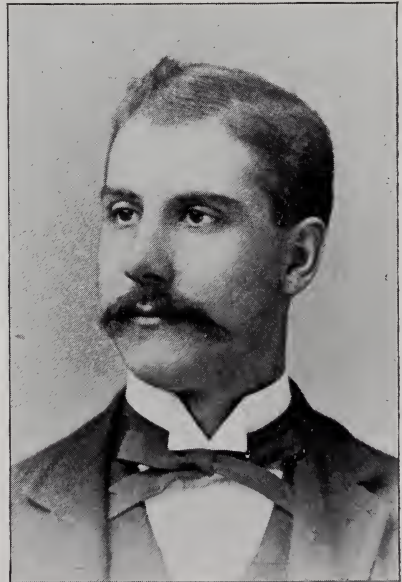
Agents to introduce this popular remedy are wanted in every locality. Correspondence on that or other subjects of business should be forwarded Mr. Dyer direct at the address at the head of this sketch.

The OLD DOMINION PRESERVING COMPANY, 2008 East Main street, is a comparatively new concern. It was established here on March 1, 1892. It has \$25,000 authorized capital, two men on the road, and is doing business already at the rate of \$75,000 a year, with prospects of a considerable advance upon that figure ere long. Its specialty is the manufacture of preserves and

mince-meat. It has an equipment equal to production of two and a half tons of preserves and the same amount of mince-meat a day, and it is turning out the very finest quality of goods known to the trade. It is the only house of this kind south of Baltimore, is in a position to successfully compete with Northern manufacturers, and, therefore, must eventually command the best trade of the South.

The principals in this company are JAMES A. MONCURE, president; J. N. GRANT, treasurer; and H. D. MOON, secretary. Local capitalists are also interested in it, among others, John Adam, manager of the Union Brokerage Company here, and two non-residents, Josiah Grant of Burlington, N. J., and Robert D. Vandenberg of Trenton, N. J. Messrs. Corson, Grant and Moon were formerly in this line at Burlington, N. J., and had a high reputation for the goods they produced.

JEFFRESS & SHELTON, dealers in teas, coffees, spices, tobaccos and cigars at 109 and 111 South Fourteenth street, are proprietors also of the Old Dominion Steam Coffee and Spice Mills, the largest establishment of that sort in Rich-



J. N. GRANT,
Treasurer Old Dominion Preserving Co.

mond. They are successors to J. B. Jeffress & Co., established in 1881. They have three men on the road in the Carolinas and Virginias.

They usually carry a \$20,000 stock, and they do an annual business of \$150,000 to \$200,000. Their specialty is the manufacture and preparation of tobacconists' supplies.

The principals in this house are J. B. JEFFRESS and H. W. SHELTON. Mr. Jeffress has been in business here eleven years. He was a general merchandiser in the country before he settled here. He is the office and credits-man of the firm. Mr. Shelton is also a Virginian. He has been in business here for the best part of his life. He was a retailer in this same line prior to the establishment of this house. He gives the factory and outside affairs his attention generally, and also travels considerably in the interest of the house.

resorted to to further it. Mr. Valentine was president of the company in his lifetime, and was assisted in the direction of affairs by his sons, seven in number, each of whom are in charge of a department of the works. One of them, Mr. GRANVILLE G. VALENTINE, succeeds his father as the executive head of the concern.

Valentine's Meat-Juice Company reaches its trade through sales depots established by it in all the large cities of this country and Europe, Asia and South America. It has an especially large trade with the medical supply departments of the foreign governments, and also in the Orient. Business is translated by its bureau of correspondence in more than one foreign tongue.

The medical authorities and scientists, both at home and abroad, give Valentines' Meat Juice a great reputation. Prof. Virchow of Berlin, and Drs. Marion Sims, Mott and Thomas of New York, and Agnew of Philadelphia, have pronounced it the most perfect preparation of meat juice in the market. It was carried on the Greeley Relief Expedition, and also by Thompson and other African travellers and explorers; and these instances illustrate its adaptability for use in all the climates of the world.

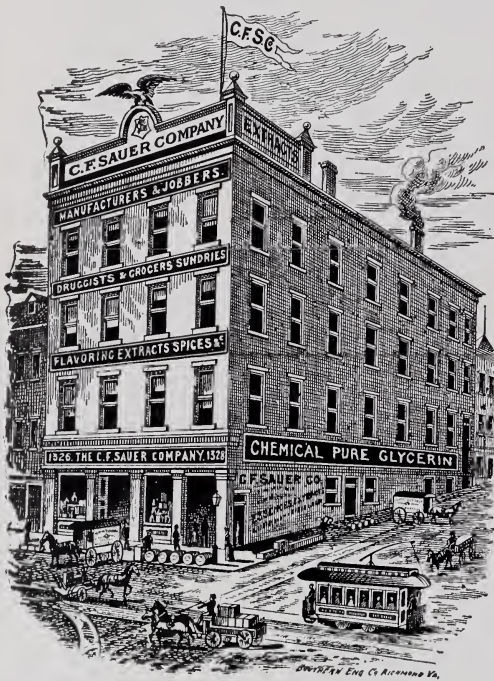
This establishment, we may add, has a membership also in the CHAMBER OF COMMERCE.

The C. F. SAUER COMPANY, manufacturers of flavoring extracts, dealers in druggists and grocers' sundries, packers of laundry blue and grinders of spices, etc., occupy the double four-story building situated at the corner of Fourteenth and Main streets, shown in the cut accompanying this matter.

This company was organized July 11, 1891, with a capital stock of \$30,000, by the following well-known business men: C. F. SAUER, who is its president; CHARLES L. SAUER, its secretary and treasurer; W. T. Hancock, Harrelson & Crump, W. W. Parrish, George Miller and others.

The specialty of the business of this house is the manufacture of its celebrated flavoring extracts. It is the first and only house here that has made this its main feature, and that carries a full and complete line of such goods. Under the efficient management of its president, the house has met with such success that it claims for its business a place among the leading industries of the city. Its flavoring extracts are as fine, in point of quality, as any on the market.

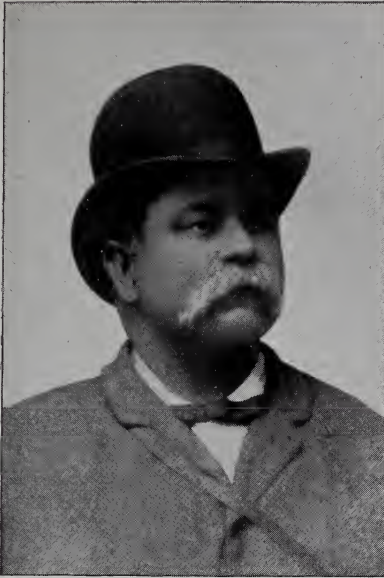
This house also represents the W. J. M. GORDON CHEMICAL COMPANY, of Cincinnati, in the



C. F. SAUER COMPANY'S ESTABLISHMENT.

VALENTINE'S MEAT-JUICE COMPANY owns and operates Valentine's Meat-Juice Works, corner of Sixth and Cary streets, is one of the largest manufacturing establishments of the city, and is, moreover, by reason of the universal demand for its products and their superior quality, one of world-wide note. These works were founded in 1872 by the late Mann S. Valentine, originator of "Valentine's Meat Juice." The business grew rapidly under his enterprising management, and incorporation was

handling of that company's glycerine, the oldest brand manufactured in the world. It has taken the first premium wherever exhibited in com-



B. KASTELBERG, Butcher.

petition with other brands, and is guaranteed it to be chemically pure. The trade, especially the tobacco manufacturers, have been largely supplied with this glycerine, and their tests, as reported to the C. F. Sauer Company, fully verify the assumption of purity made in this guarantee. The demand for this glycerine is steadily increasing; it is handled by the C. F. Sauer Company in car-load lots.

This company carries, also, a very select line of cigars, chewing and smoking tobacco, snuff, and spices of all kinds; and a full and complete line of all grades of green and black teas is kept in stock. This latter department is in charge of an experienced tea man, who draws and matches any grade desired.

One year ago this house had only one salesman on the road and a small force of hands in its factory. It now has three salesmen, covering Virginia, West Virginia and the Carolinas, and gives employment to a large corps at home. Its success has far exceeded the highest expectations of its incorporators. Its growth may be laid to the fact that wherever the goods of the C. F. Sauer Company have been placed, they have given uniform satisfaction.

R. KASTELBERG, steam sausage manufacturer and wholesale and retail butcher, of 1604 East Franklin street, has stalls also to accommodate the retail trade in the Old Market. He has been established here for thirty years, and has trade everywhere in the vicinity of Richmond. He has been successful and is an owner of real estate. He is, in fact, one of the most substantial residents of the city. His sons, C. H. and Joseph, are associated with him in the business and assist him in the management.

Mr. Kastelberg maintains a slaughter-house and stock yards at Chestnut Hill, north of the city. He has ten acres there and accommodations to house 100 head of cattle and about as many hogs. He slaughters about thirty head a week. His principal business is supplying the retail dealers of this city and its surroundings.

The "PIONEER" BEEF AND PROVISION COMPANY (GAYLORD & VOLMER, proprietors), are wholesale and retail dealers in Armour's Chicago dressed beef, pork and provisions, and steam sausage manufacturers, with establishments at 1711 and 1713 East Franklin street, 507 North Sixth street, and 1200 East Leigh street. They have refrigerating chambers of 4,000 pounds capacity, and have sausage machinery of 10,000 pounds capacity. They have a big trade with the hotels of the city and State, with summer resorts and restaurants, boarding houses and private families. They have facilities, in fact, for the business, equal to those of any concern of the kind in the State.



GAYLORD & VOLMER,

The Pioneer Beef and Provision Co.

The business of this company was established about four years ago by the senior principal in it, Mr. S. GAYLORD, as a retail establishment

dealing in fresh meats and provisions. The business grew rapidly, and is still, it would seem, in course of development.

A cut accompanying this matter (page 183) shows the company's principal place of business.

advantage to those of the business community handling perishable commodities.

These works were established ten years ago by Mr. Schmidt. He makes a strictly pure ice in them from distilled water. They have 35

tons daily capacity, and run ten teams for city delivery; they employ thirty hands, and have an output of about 6,000 tons of product a year. Their equipment is of the Johnson compression patent. Shipments are made from them to all parts of this State.

Mr. Schmidt is a man of more than ordinary enterprise. He is the proprietor also of two grocery stores here—one on Broad and the other on Main street. He is the president of the Virginia Building and Loan Association, and is largely interested also in other local projects. He is, in fact, one of the most substantial men, financially, in the city. He is of German birth, but has been a resident here for twenty-seven years, and for five years before that time was an exporter and importer of New York city.

Mr. T. A. Scott is mechanical engineer and manager of these ice works at present.

The CRYSTAL ICE COMPANY, Twentieth and Cary streets (site of old Libby Prison), has works there of 66 tons daily capacity.



TRANSPARENT ICE WORKS, HERMANN SCHMIDT, Proprietor.

THE TRANSPARENT ICE WORKS, situated at the corner of Adams and Canal streets, are owned (together with ample room to enable them to enlarge) by HERMANN SCHMIDT. They embrace also a cold-storage department, which is a great

BREWERS AND BOTTLERS.

The RICHMOND BREWERY AND HYGEIA ICE FACTORY, situated on the Hermitage road at the head of Leigh street, is a comparatively new but, nevertheless, thoroughly-established enterprise—the first of its kind in this city. The parties interested in it are EMIL KERSTEN and A. VON N. ROSENEGK. Mr. Kersten was in the same line at Charleston, S. C., before he came here, as a member of the firm of Cramer & Kersten, now the Palmetto Brewing Company. Mr. A. von N. Rosenegk was manager here for the Bergner & Engel Brewery, of Philadelphia, and

“Dark Extra,” all which are regarded by experts superior beverages.

Their Hygeia ice, which they turn out since September last, is the clearest, hardest and purest in the market. The whole output is handled by the old established firm of MRS. JANE KING, who has engaged with her as managers her two sons, John M. and James N. King; and, on account of the superiority of the Hygeia ice, she has ceased handling Northern ice entirely.

The establishment of Messrs. Kersten and von N. Rosenegk is shown in the engraving accompanying this matter. The main buildings are of brick and iron, 80 by 100 feet and four



RICHMOND BREWERY AND HYGEIA ICE FACTORY.

is one of the most popular business men of Richmond.

They have invested fully \$200,000 in a plant which, with its complement of machinery and other appointments for the business, has capacity to produce 40,000 barrels of beer and 12,000 tons of ice a year. They are doing already a good business, not alone in supplying most of the city trade, but also in selling all over Virginia and both the Carolinas their specialties, “Standard Malt,” “Light Extra” and

stories high, half of which are the brewery and the other half the cold-storage department. The ice factory and cold-storage department is equipped with two De La Vergne refrigerating machines of fifty and twenty tons daily capacity, respectively. The buildings shown are the main structure and the new ice factory on one side, and the engine house, bottling establishment and stables on the other. The place, as can be seen, has a side track leading to the main line of the Richmond, Fredericksburg

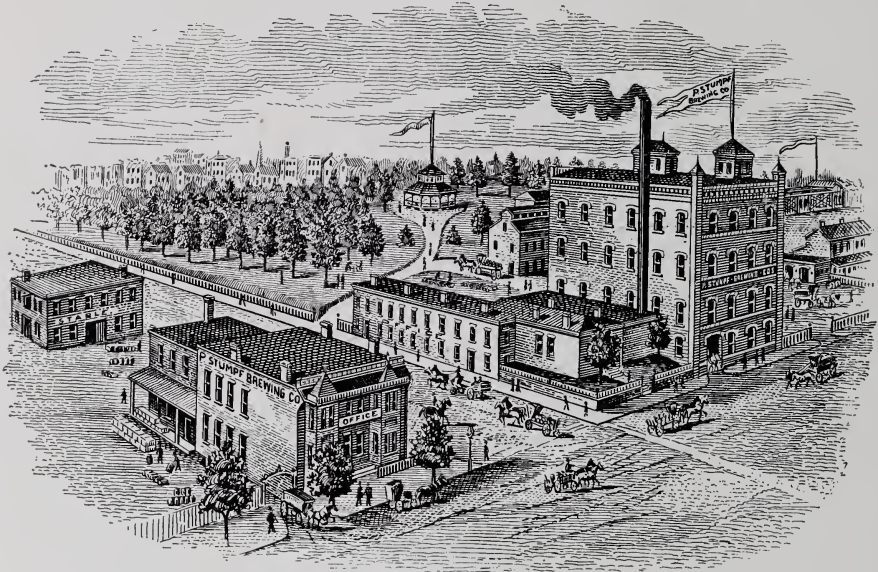
and Potomac Railroad, by which means it has connection with all the roads that enter the city.

The PETER STUMPF BREWING COMPANY, successors to the Richmond Brewing Company since July 1, 1892, owns and operates the new "Home" Brewery, situated at the corner of Harrison and Clay streets. This brewery has an authorized capital stock of \$200,000. Its buildings cost, with their complement of machinery, \$150,000. Its premises cover a square and a half, with buildings for its brew house, malt house, bottling department, office building, stables, cooperage and cold-storage departments. It is equipped with the latest machinery known to the business, including a refrigerating appa-

formerly in the furniture business. He is proprietor of a hotel at Atlantic City. Mr. Doyle is also a hotel keeper of Atlantic City. Mr. Meyer is an experienced German brewmaster, long engaged in the business in the city of Philadelphia.

Although so recently established, this company has already developed a trade in the city and State up to its full capacity and production. Its leading brands, "Home Beer" and "Weiner Export," are general favorites and are equal in strength and purity to any in the market.

HENRY BUCKER, bottler and wholesale dealer in Schlitz's (Milwaukee) and Moerlein's (Cincinnati) beer, at 2120 and 2122 East Main street, is the name under which a business established



PETER STUMPF BREWING COMPANY'S ESTABLISHMENT.

ratus of the C. F. Ott patent. Its malt house has a capacity of 5,000 bushels.

The directors of this company are: PETER STUMPF, president; JOHN D. DOYLE, vice-president; JOSEPH STUMPF, secretary and treasurer; Ernest Meyer and George C. Guvernator.

Messrs. Meyer, Doyle and Guvernator established the business here. These gentlemen were induced to venture upon this enterprise by reason of the demand for beer of home manufacture. Mr. Peter Stumpf and Joseph Stumpf, his brother, are both experienced in the business. Before this venture of theirs they represented the Anheuser-Busch Brewing Association here for a number of years. Mr. Guvernator was

twenty years ago is still continued—a business employing ten teams and a dozen hands in the city here, and embracing shipments to all parts of Virginia and the Carolinas.

Mr. Bucker, founder of this business, is dead, and Mr. M. W. CRENSHAW is the manager of it. He is accredited agent for the Schlitz Brewing Company, of Milwaukee, and the Moerlein Brewing Company, of Cincinnati. He handles about \$6,000 worth of their products annually, making, with his trade in soda-waters, a business of \$75,000 a year. The Bucker establishment owns its place of business, including its stables and other attachments of the premises. It is the most prosperous concern of the kind here.

FERTILIZERS, CHEMICALS, OILS, ETC.

THE manufacture of fertilizers is an industry that has been given much attention in the Southern States during recent years, and through the enterprise of the fertilizer men of this city Richmond has come to be regarded as one of the most prominent centers of the trade in this country. In point of fact Richmond occupies in the fertilizer trade a position but little inferior to that which she has attained in the tobacco trade, and her fertilizer and chemical factories and mills embrace not only the whole South-Atlantic field, but the far Southwest and the great West, and exchange their products, in the commercial sense, for the tobacco, wheat and corn that enter so largely into the traffic of this point.

In the following sketches the principal establishments of this line are described :

THE RICHMOND CHEMICAL WORKS are shown in a print on the page following this (188), made from a photograph of them. This is a joint-stock company, incorporated under the laws of Virginia in 1889 for the purpose of manufacturing sulphuric acid and acid phosphate and the manipulation and sale of commercial fertilizers. It is one of the largest business enterprises started in the South in recent years.

The works are situated on the east bank of the James river, just below the corporate limits of the city of Richmond. The buildings have a length of about 900 feet front and cover a lot of about seven acres, including the necessary yard room. The company gives steady employment to a force ranging in numbers from 75 to 250 men. It has a capacity of about 10,000 tons of fertilizer per annum. No expense has been spared in the construction and purchase of the most modern and improved machinery of every kind and description, and, as the works are new, they have the advantages of the latest progress made in this particular line of business.

This company was the first in the State to use Virginia pyrites in the manufacture of sulphuric acid. Sulphuric acid is chiefly manufactured from Sicilian brimstone, a process which, as commonly followed in this country, not only takes money out of Virginia, but out of the United States. The Richmond Chemical Works, on the contrary, by using Virginia sulphur, is truly a "home enterprise."

The situation of this establishment on two great railroad systems—viz., the Chesapeake and Ohio and the Richmond and Danville, with

connecting tracks to the Atlantic Coast Line—enables it to load cars at its works for all points, which facility insures prompt shipment of orders.

These Chemical Works have no brands of their own. Their special business is the manufacture and sale of acid phosphate in bulk and the compounding of different formulas of ammonia, phosphoric acid and potash for other manufacturers and manipulators of fertilizers seeking jobbing trade. The company is backed by ample capital, and is thoroughly equipped to handle satisfactorily the business it pursues.

S. W. TRAVERS & Co. is a firm name notable in the fertilizer trade, not of Richmond alone, but of the South. It is notable as that of a house manufacturing on a large scale, and enjoying a very large and steadily-increasing trade.

It was established ten years ago. Mr. S. W. TRAVERS, the head of it, came here from Baltimore, where he had been in the same line of business. He had not been long a resident before he began to be esteemed a real acquisition to the business community. He has been especially active in public affairs of a commercial character. He has enlisted for the entertainment of visiting bodies of distinguished strangers, has contributed liberally himself, and canvassed for funds for that and other public purposes, and has been actively identified in the work of the CHAMBER OF COMMERCE for the last four years. He has taken a prominent part in the deliberations and the work of that body. He has been chairman of its committee on Inland Trade for three years, and has recently been elected to the office of second vice-president of the CHAMBER, as an officer of which his portrait is one of those upon the frontispiece of this work. He is prominent, besides, as secretary and treasurer of the Richmond Chemical Works, and is president of the Young Men's Christian Association.

The factory of this firm is at Twenty-second and Dock streets. It has a capacity of 100 tons daily, which is equal to 30,000 tons a year. They manufacture a special fertilizer for each of the following crops, namely : Tobacco, cotton, corn, peanuts, wheat and vegetables. The leading brands of this firm are the "Capital," "National," and "B. B. B.," well known to dealers and agriculturists throughout the South by reason of their merits.

Besides these manufactured fertilizers the firm is an importer of "Orchilla" guano, a



RICHMOND CHEMICAL WORKS. (Page 187.)

natural fertilizer brought from the Orchilla Islands, off the coast of Venezuela, to which government the island belongs. Orchilla guano was first introduced in Maryland and Pennsylvania, in which States it is in great favor, especially as a grower of clover and improver of poor land. It is used particularly for wheat, corn and grass culture.

The office of this firm is at 1321 East Cary street.

JAMES G. TINSLEY & Co. is a house which is one of the largest representatives of the fertilizer interests of the city. JAMES G. TINSLEY, the well-known packer of fruits and vegetables, and ISAAC DAVENPORT, the banker and merchant, are general partners in it. Its offices are located at Nos. 1326 and 1328 Cary street, near Virginia street. The factory is situated on a high bluff overlooking the lower James, just below the steamship docks.

A visit to this factory during shipping season would impress even a casual observer with the magnitude of Tinsley & Co.'s operations, for the block of buildings which constitutes their works resembles the machinery hall in some vast exposition, so thick is it with heavy machinery and so crowded with busy workmen. On one side of the works are spacious wharves, where vessels are always being unloaded, and on the other is a large track yard, which is connected with every railroad running out of Richmond by means of special side tracks. An idea of the size of the factory may be gleaned from the fact that its capacity is upwards of 300 tons daily, or about 800 cars a month.

The trade of this house extends all through the South and West. In the early spring it sends out, every afternoon, one or more train loads of fertilizers to the Cotton States, in which the names of its brands are as familiar as household words. In Georgia and South Carolina, which are its "Banner States" for sales, thousands of tons of its fertilizers are used annually, and during the season the observant traveller may see cars loaded with its guanos standing at almost every little wayside station. Hardly has the cotton been planted before the tobacco season also begins and the guano cars are commencing their journey to the rich tobacco belts of Virginia and North Carolina. It is only in mid-summer that the shipping department has a brief respite, and then it is not idle long; for with the first days of September the seeding of early winter wheat begins, and train load after train load of acid phosphate and dissolved bone,

consigned by this house, goes out to the wheat-raising counties of the Virginias and Carolinas.

The following Tinsley brands are among those best known and most largely used: "Stonewall Guano" for cotton, "Stonewall Tobacco Fertilizers," "Lee Brand Guano" (for all crops), "Richmond Brand" fertilizer, "Tinsley's Tobacco Fertilizer," "Tinsley's Plant-bed Manure," "Tinsley's Sweet Potato Fertilizer," "Tinsley's Wheat and Grass Fertilizer," "Tinsley's Ammoniated Bone," "Stonewall Brand" acid phosphate, "Tinsley's Dissolved South Carolina Bone," and pure ground animal raw bone, bone and potash mixture. To farmers every one of these names has a meaning, for each brand is recognized as a standard fertilizer whose merit has been proven by trial in the field.

The great secret of the success of Tinsley & Co.'s business is the fact that they use only the purest and most valuable of ingredients in compounding their manures. The elements that enter into the composition of their brands are phosphoric rock (or bone) from the river beds of South Carolina, pure raw animal bone, dried blood and tankage, and kainit and sylvinite—all of which are pure simples, rich in fertilizing qualities.

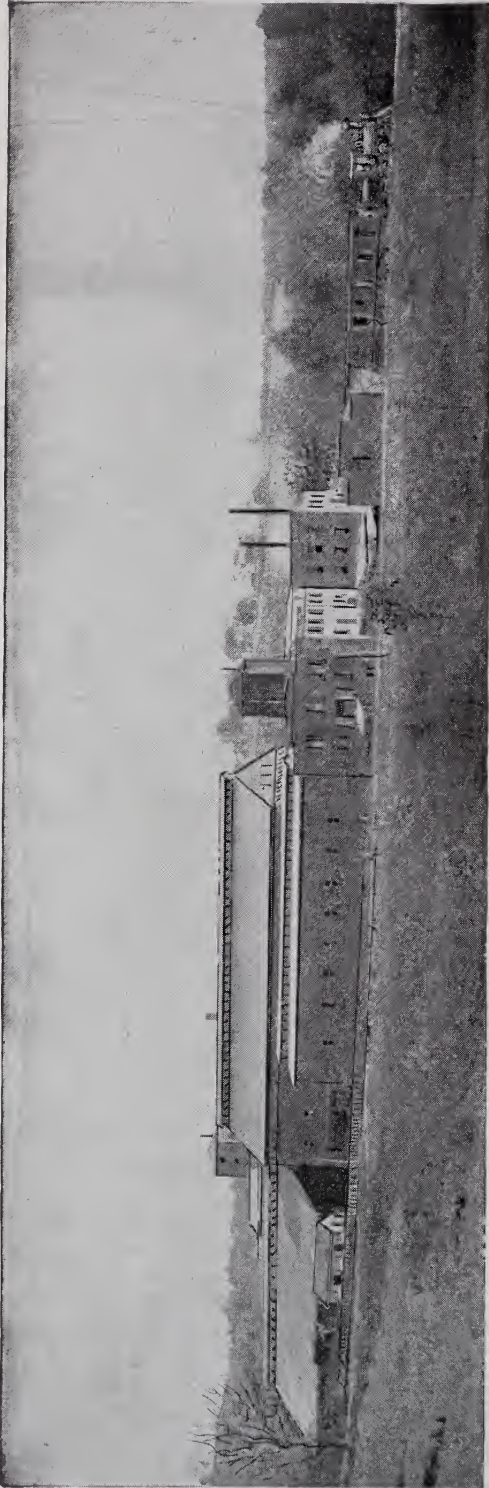
It is by careful attention to detail, scientific manipulation of plant-feeding chemicals, and, above all, business energy and integrity that this concern has built up this grand business. It is by such methods that it is able to place its wares wherever the plow of the Southern farmer breaks the soil.

THE ATLANTIC AND VIRGINIA FERTILIZING COMPANY has offices at 9, 10 and 11 Crenshaw Warehouse, Richmond. The "Eureka" fertilizers, manufactured by this company, are celebrated throughout the Southern States, and many farmers and truckers are indebted to them for good and paying crops on not too fertile soil.

The testimonials of their beneficial qualities are almost innumerable and the evidence of their fruitful effects multiplies with the years.

This business was established by Captain William G. Crenshaw nearly a quarter of a century ago and is now a chartered company under the laws of Virginia, with S. D. CRENSHAW as president, and W. H. URQUHART as secretary. The factories of this company in this city and Baltimore are thoroughly equipped, and are among the largest in the country.

They manufacture their own materials from home products and make the sulphuric acid



ATLANTIC AND VIRGINIA FERTILIZING COMPANY'S WORKS. (Page 189.)

used in the composition of their fertilizers from their own pyrite mines in Louisa county.

Captain William C. Crenshaw, who established the business, was a prominent merchant and coffee importer of Richmond for many years, in the days when he, as well as other merchants of that time, owned lines of vessels running to and from Richmond. During the late war he also equipped and commanded the Crenshaw Battery, which was so well known in the Confederate service.

During that time, and for forty-three years continuously, he has also been a farmer on a large scale in Orange county, this State.

He has been making the most exhaustive experiments with fertilizers for years, and they have proved invaluable to the company in which he is interested, in determining the best materials for plant foods.

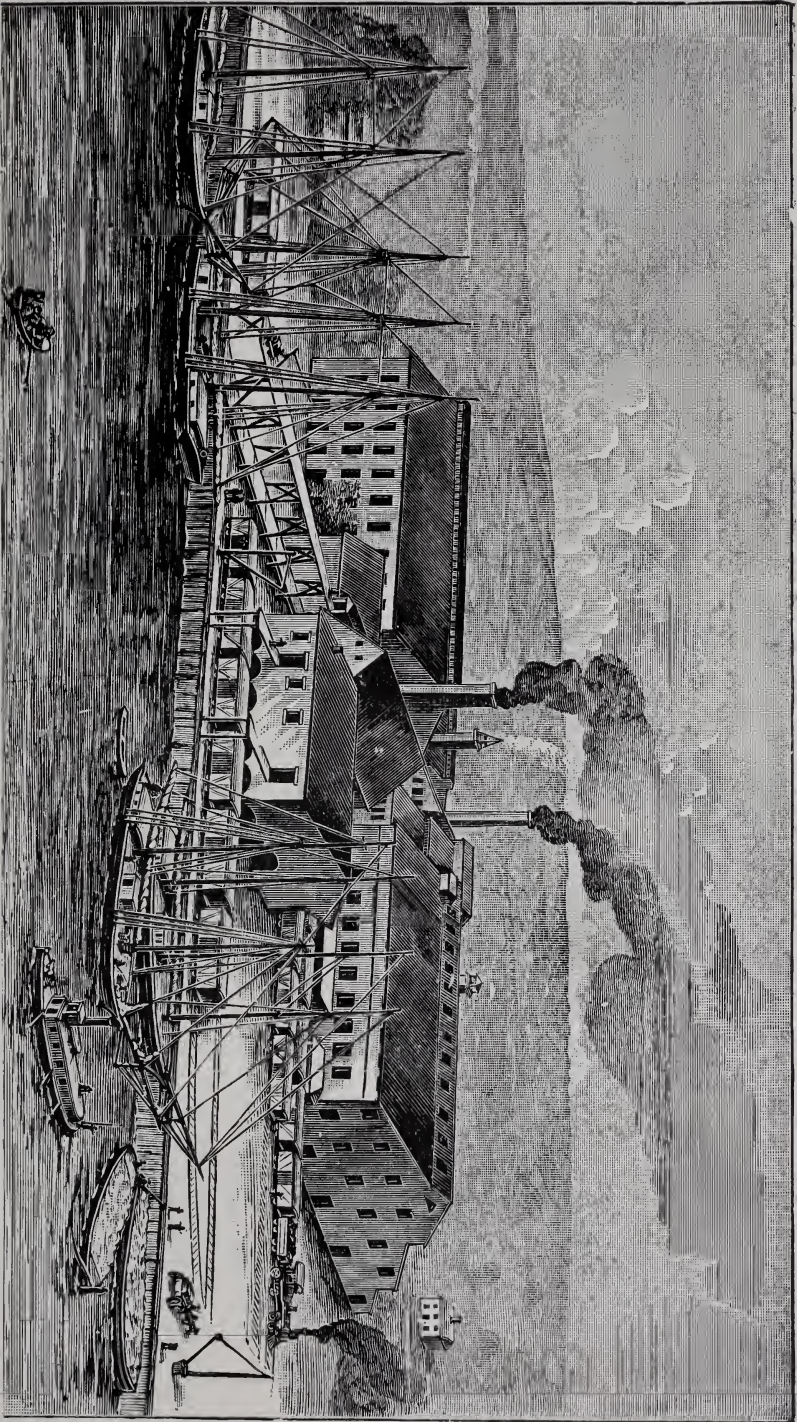
His "Hawfield" plantation has long been the scene of this kind of experiment, and he has fully satisfied himself that nothing pays so well as the judicious use of good fertilizers with proper cultivation.

The Atlantic and Virginia Fertilizing Company manufactures a full line of fertilizers, embracing all desirable grades (analysis of which are published in all its circulars), thus giving the farmer an opportunity to study and select what best suits his land. Its business is large and is a steadily growing one.

ALLISON & ADDISON, manufacturers of sulphuric acid and fertilizers, of this city, have their works on the south side of the river below Manchester, and opposite Richmond's suburb of Rocketts. These works cover some four acres of ground. In the buildings alone there are some two acres of flooring. These buildings are fitted up completely with machinery, some of it imported from Europe, and some of it specially manufactured for these works. There is fifteen feet of water at low tide at the landing of these works, and vessels of 1,000 tons can load there.

In these works from 50 to 75 hands are employed according to the state of trade. The output, with a capacity of a hundred tons a day (about 15,000 tons a year) is \$100,000 to \$300,000 annually, the exact figures depending upon the prices that may be prevailing for the time.

This is the oldest establishment of its line here. It was founded in 1865. Four partners are interested in it: JAMES W. ALLISON, E. B. ADDISON, W. H. ALLISON and JOHN ADDISON. These gentlemen are conspicuous for the inter-



ALLISON & ADDISON'S FERTILIZING AND CHEMICAL WORKS.

ests they have here in banks and financial institutions of the city, and in manufacturing concerns, besides this, and other important projects. Their city offices are at 1322 Cary street. They have membership as a firm in the CHAMBER OF COMMERCE.

C. W. TANNER & Co., wholesale dealers in paints and lubricating oils at 1424 East Main street, are manufacturers also to a large extent. They are proprietors of the ATLANTIC VARNISH WORKS, at Twenty-eighth and Main streets, and are principals in the "Ricinates" Fire-Proofing Company, engaged in the manufacture of a superior fire extinguishing and preventive material, which is in use here in the shape of fire-



C. W. TANNER,
Of C. W. Tanner & Co., Oils.

proof paint, calcimine, etc., and has a considerable sale throughout the Southern and Western States.

The management of this business is in the hands of Mr. C. W. TANNER, the "Co." of the firm name being nominal merely. He is a son of Colonel W. E. Tanner, who established the Tanner and Delaney Engine Company here, out of which has grown the great establishment known as the Richmond Locomotive and Machine Works. Mr. Tanner is president of the Ricinate Company just mentioned, and of the Manchester Oil and Paint Company of Man-

chester, across the river from here. He is largely engaged in real estate operations hereabouts also, and as a capitalist, is interested in various profitable ventures of this city and its vicinity. He is, of course, a member of the CHAMBER OF COMMERCE.

The stock of oils, paints, etc., carried by this house is of the value of, perhaps, \$50,000. With this to draw from, its six travelling men, traversing the Virginias and Carolinas, Tennessee, Georgia, Alabama, Florida and Maryland, sell for it about \$250,000 worth a year. A particular specialty is made by the house of its own "Railroad Cooling Compound," linseed oils and Ricinate materials.

This RICINATE FIRE PROOFING COMPANY has its office with the firm of C. W. Tanner & Co. Its factory is in the same building. It was incorporated in 1891. It is capitalized at \$75,000, has been selling its products largely, and finds its business steadily increasing. C. W. Tanner & Co. are its sales agents. C. W. TANNER is its president; J. IREDELL JENKINS, vice-president; W. E. TANNER, JR. (C. W.'s brother), treasurer; R. C. WORTHINGTON (who is with C. W. Tanner), secretary; and THOMAS POINDEXTER, manager.

The RICHMOND MICA COMPANY, a corporation of \$600,000 capital, engaged in mining mica in the South, in the manufacturing from it, as a specialty, its patent "Æolus" lubricant, and in the preparation of ground mica for the manufacture of wall-paper and other decorative purposes, by exclusive processes, also protected by patents, has a factory and warehouse here at 321 and 323 South Ninth street, and an office at 1000 Main street.

This company's mines are in Amelia county, of this State. It has three of them there, all productive of first-class mica, remarkable for size and quality. It is extending operations by sinking new shafts in this property frequently. The lubricants manufactured by it are used for railroad, car, engine and machine lubrication of every description. For making ground mica the company is provided, as has been said, with special machinery covered by patent.

Its output, with about 20 hands employed in the factory, is 4,000 to 5,000 barrels a year. This output is sold generally in the Northern States and in Europe.

JOHN L. WILLIAMS, banker of the city, is president of this company; EDWARD J. WILLIS, secretary and treasurer; J. G. SHELTON, manager.

The directors are: Messrs. Williams, Willis

and Shelton, Lewis Ginter, of the great Allen & Ginter Cigarette Company, R. A. Lancaster, of Lancaster & Co., bankers, New York, William H. Lucke, of Lancaster & Lucke, of this city, Lucien B. Tatum, of the old Virginia Steamboat Company, Dr. Francis T. Willis, a local capitalist, John Dunlop, a prominent practicing attorney, and J. S. Williams, of J. L. Williams & Son, banker.

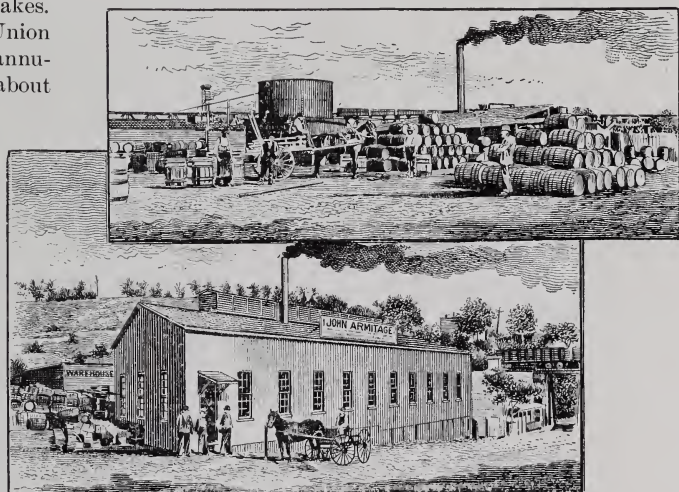
JOHN ARMITAGE, manufacturer of "two" and "three ply tarred ready-roofing" paper at 3216 Williamsburg avenue, has a place covering about an acre there, with steam power and machinery to facilitate manufacture. He has stills at the city gas works near by, and there he gets most of the tar he uses. He imports some, however, and is at the same time an exporter of the materials he makes. He sells them throughout the Union to the extent of about 120 tons annually, which is a business of about \$50,000 a year. He usually carries on hand a \$15,000 stock, and he has 15 or 20 hands employed. He is a manufacturer also of sulphate of ammonia, as well as building papers, and of roofing paints, creosote oil, carbolic acid, black varnish, etc. He has been established for the past seven years. He was in the business formerly in Philadelphia. His sons, W. C. and C. F., assist him in the management. His illustrated catalogue will be sent, post-paid, to any address, on application.

P. J. CREW & Co., manufacturers of soaps and renderers of tallow, do the principal business of that line at Richmond, by virtue of long establishment, large resources and superior facilities for it. Their business was established in 1804, and was acquired from the original founder by Mr. P. J. Crew's father nearly sixty years ago. Before the war it was a candle manufacturing business; that line was abandoned by Mr. Crew long ago.

His works at 113 to 117 North Seventeenth street, are known as the DIXIE SOAP WORKS. He has another plant at 1307 to 1315 North Seventeenth street, adapted entirely to the rendering of greases. The Dixie products are the fine laundry brands, "Dixie," "New South," "Victor," and "Standard," which are sold mainly

to the jobbers of Richmond. These works are equipped with seven soap kettles, two of which have capacity of 50,000 pounds each. The tallow rendering branch of the business forms a distinct department. Considerable of its output is exported. In all probability \$50,000 of business is done by these works a year.

The A. B. C. CHEMICAL COMPANY, which is engaged in the manufacture of proprietary medicines at 10 North Fourteenth street, was established two years ago by Dr. H. FROEHLING, the distinguished metallurgist and chemist of this city; Mr. E. A. BARBER, formerly auditor of the Richmond and Danville Railroad, and now connected with the city collector's office; and Mr. GEORGE S. VASHON, of Vashon & Son,



JOHN ARMITAGE'S TARRED ROOFING WORKS.

real estate agents. Mr. BARBER is president of the company; Mr. VASHON secretary and treasurer; and Dr. FROEHLING superintendent of manufacture for it.

The initials "A. B. C." in the title of the company stand for American Blood Cure.

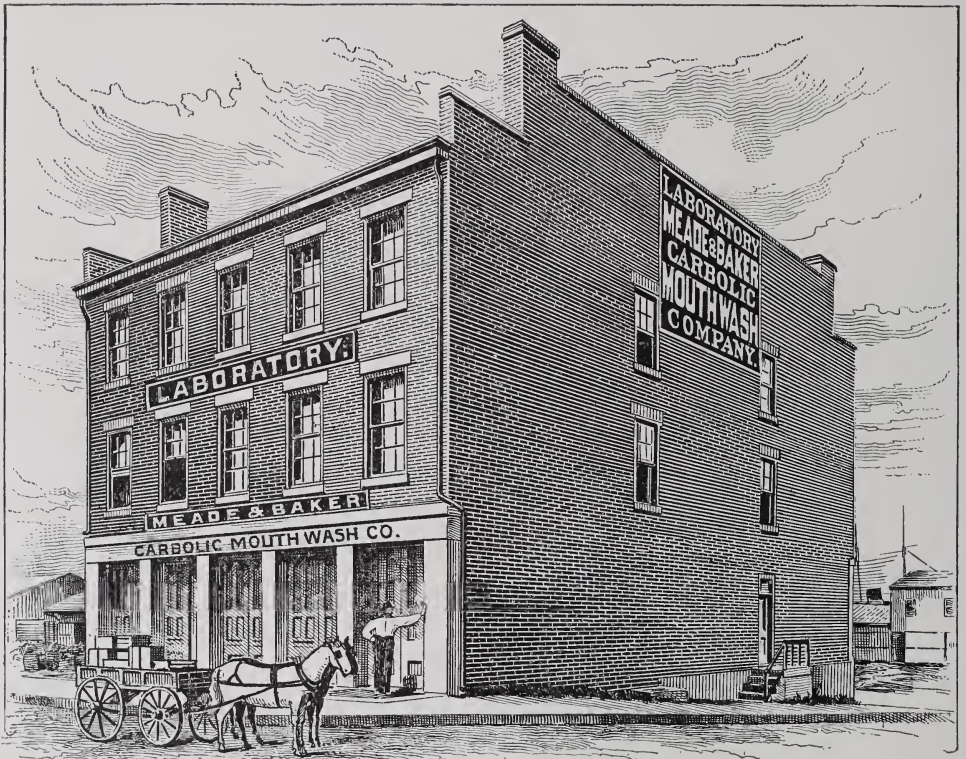
The principal preparation put up by the company are these: "A. B. C. Alterative," "A. B. C. Tonic," "A. B. C. Expectorant"; all three made from South American plants, as yet unknown in the materia medica. Its remedies have already reached an extraordinary popularity. They have been introduced into all parts of Virginia and the Carolinas, and as their fame spreads, the business of the company grows. The alterative has especial virtue in the cure of blood diseases, scrofula particularly;

the tonic is effective in consumption, bronchitis, catarrh, etc.; the expectorant is for coughs and colds.

HENRY FROEHLING, analytical and consulting chemist and assayer of Richmond, is a graduate of the University of Gottingen and a Ph. D. of that institution. He has had a long experience as an expert naturalist and scientist, employed by railroads and other corporations, and not in this country alone but in South America, Mexico and the West Indies; and he has an extended reputation as one of those who has contributed most to the advancement of the South by his

deposits of it in this State, and he is now taking steps to organize a company for that purpose. He is chemist for the "A. B. C." Chemical Company of this city, and is a member of the CHAMBER OF COMMERCE. His office and laboratory are at 17 South Twelfth street.

The MEADE & BAKER CARBOLIC MOUTH-WASH COMPANY, located at the corner of Ash and Main streets, was incorporated in the spring of 1892, with an authorized capital of \$100,000, and the following officers: T. ROBERTS BAKER, president; C. P. E. BURGWIN, vice-president; H. B. BAKER, secretary and treasurer, and these



MEADE & BAKER CARBOLIC MOUTH-WASH COMPANY'S LABORATORY.

disclosures of its unrivaled resources, and especially of those of the district for which Richmond is the center and metropolis. He has been engaged by the Chesapeake and Ohio and Central Railroad of Georgia, the Mobile and Ohio, and other systems, to examine for them iron ores, mineral waters, etc. He has but lately returned from New York State, where he was giving the manufacture of Portland cement close attention for the purpose of developing the native

gentlemen, with Norman V. Randolph and William P. Poythress constitute the board of directors.

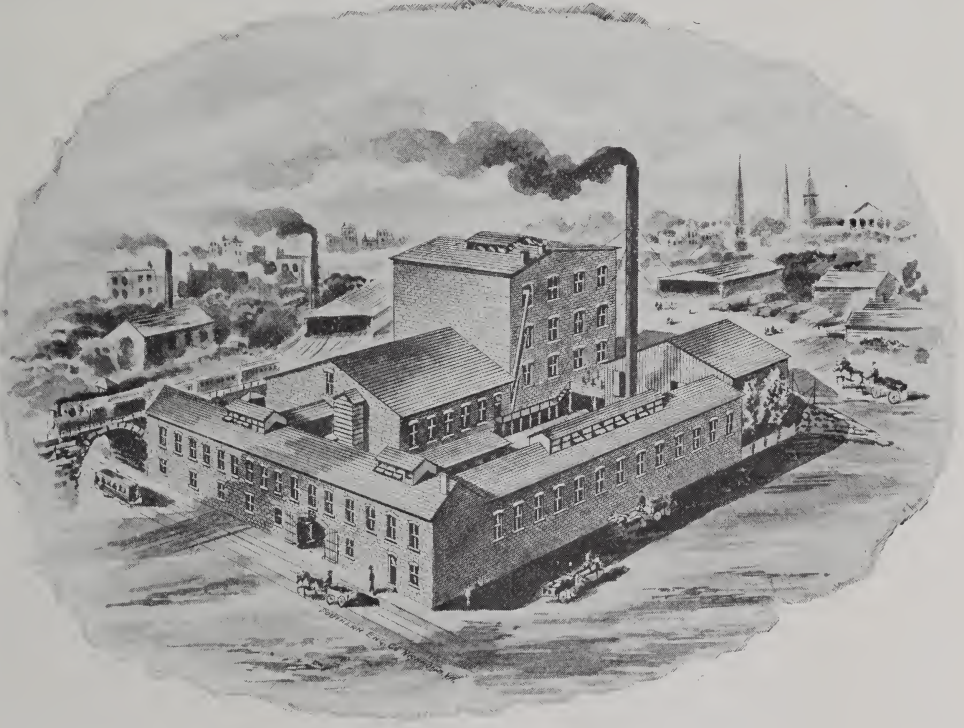
The purpose of this company is to manufacture Meade & Baker's Carbolic Mouth Wash and Saponine Dentifrice. This mouth wash was first prepared about sixteen years ago by Mr. T. Roberts Baker, who continued to put it up and sell it until a national reputation was secured for it. Unlike most other similar pre-

parations on the market, whose claims to popularity and patronage end with a pleasant taste, it is an article of great therapeutic merit. It is a remedy, and an unfailing one, for the ordinary diseases of the mouth, gums and throat. It cures diphtheritic and other sore throats, and it relieves and, by its great antiseptic properties, prevents bleeding, spongy and receding gums. It also arrests and prevents decay of the teeth. These statements are amply attested by the testimonials of prominent citizens.

Mr. T. ROBERTS BAKER, who formulated this valuable preparation, is a native of the city, and has been in the drug business here about

sale that he might be enabled to devote his entire time and energies to the manufacture of his "Carbolic Mouth-Wash," for it was plain that the trade in it was capable of great extension.

For many years Mr. Baker has been an active member of the American Pharmaceutical Association, and has been second and first vice-president of it at different periods. He was the first president of the Virginia Pharmaceutical Association and also the first president of the Virginia Board of Pharmacy. In 1889 the Philadelphia College of Pharmacy (his *alma mater*) conferred on him the degree of Master in Phar-



MILLS OF THE RICHMOND PAPER MANUFACTURING COMPANY

fifty years. At the time he originated this preparation he was of the firm of Meade & Baker, and when that firm was dissolved, by mutual consent, in 1880, in consequence of the failing health of Mr. Meade, who died in September of that year, Mr. Baker purchased Mr. Meade's interest in the business, and continued to conduct it under the firm name of T. Roberts Baker, successor to Meade & Baker. In March, 1892, Mr. Baker sold out his drug business to William P. Poythress, who, after having been in his employ twenty-four years, continues the business as his successor. Mr. Baker made this

macy (Ph. M.). Mr. C. P. E. Burgwyn is the well-known civil engineer of this city; Mr. H. B. Baker is the son of the president; Major N. V. Randolph is a prominent manufacturer, merchant and capitalist of Richmond, and Mr. Poythress is one of the leading druggists of the city.

PAPER AND PAPER PRODUCTS.

The RICHMOND PAPER MANUFACTURING COMPANY operates the JAMES RIVER MILLS, situated at Eighth and Arch streets here, and maintains also a jobbing-house for the sale of its products,

at 1315 Main street. It is notable not merely for the business done by it, but for the high quality and widespread demand for its specialties, the "Climax" and "Star" blotting papers. These sell in every State and Territory in the Union, and are exported also to foreign parts.

The business of this company was established in 1834, and was continued successfully until the war interrupted it; and during that time, even, the original mill was run on Confederate bank-note paper. Upon the Evacuation of the city it was destroyed, with all the business quarter, by the fire then set by the vanquished Confederates, and its site was vacant until the company was organized in 1872 to rebuild it. As it is now operated, it affords a livelihood to 100 hands, and its output is something like 20,000 pounds of finished product a day.

E. D. CHRISTIAN, a wealthy merchant of the city, is president of the company; his brother, A. H. CHRISTIAN, JR., secretary and manager. The company has a membership in the CHAMBER OF COMMERCE, and Mr. A. H. Christian is one of its committee-men.

The VIRGINIA PAPER COMPANY was incorporated in this city in 1881 with JOHN H. MONTAGUE as president, M. F. MONTAGUE secretary, and the following board of directors: John H. Montague, Lewis Ginter, Percy Montague, Fred. R. Scott, and M. F. Montague. Their ample capital and the acknowledged ability of all concerned in the management, presaged for the company the great success which it has since achieved.

They manufacture the celebrated "VIRGINIA BLOTING" paper, which has a national reputation, and which is well and favorable known to all first-class paper dealers and stationers throughout the country.

Besides this they carry, in their commodious warehouse, by far the largest and most varied general assortment of paper in the South. This enterprising concern can be relied on to supply its customers with the best materials and at the lowest market rates.

The ALBEMARLE PAPER MANUFACTURING COMPANY, of Richmond, Va., is one of the largest and most important manufacturing concerns of the city. This company has a very large plant, equipped with all the latest and most improved machinery, and is well fixed for making the high class product for which it has become celebrated, and, we may add, very justly so.

This business is unique and peculiar in one regard, which is, that the company produces

blotting paper alone, and really makes and sells more blotting paper than any mills in the world. The capacity of its mills is enormous; and yet the company runs behind its business frequently, so great is the demand for the high class blotting produced in its mills.

Its mills are handsomely situated by the side of the James and opposite Hollywood, and have the advantage of the ample and never-failing water-power of the canal. They have a registered water-power capacity of 310 horse-power which is supplemented by steam-power to the extent of 80 horse-power. The buildings are about 50 by 350 feet, with a large storage wing, and four stories high in part. The lower floor is devoted to the heavy machinery, pumps, drainers, etc., and next are the manufacturing departments, and the stories above are devoted to the handling and preparation of the raw materials.

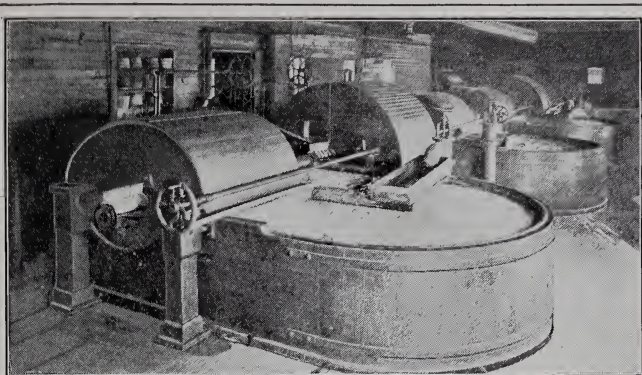
This company was organized in 1887 and commenced operations in 1888. It has a capital employed of about \$135,000. A large force of hands are engaged in its service, including many who are skilled in the intricate art of paper making.

Raw materials of a very high class can be had here at cheap prices, and the unusually good shipping facilities enable this company to compete with any mills on earth. The product of these mills goes all over this country, and they have important and influential business connections in all the principal cities. Their travelling men are on the road constantly, and they have a very large foreign trade, a great deal of their blotting being shipped to Canada, Australia, and countries other than this. Richmond may well be proud of this enterprise, which has sprung so rapidly to the front and through its excellent business management has been made such an unequaled success.

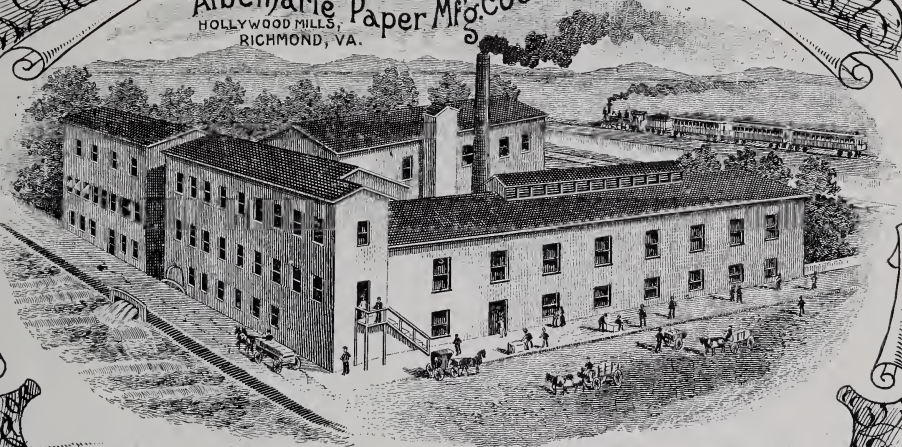
The leading brand of blotting made by this company is the celebrated "WORLD" blotting, regarded by the trade at large as being the best and purest sheet of blotting on the market. It is, truly, an "electric" absorbent, and has justly and quickly taken a stand at the head of the list of high-grade blottings. The company also makes, besides it, cheaper grades of blotting paper.

The officers of this company are: Mr. J. F. CHALMERS, president, and Mr. CHARLES M. BOSWELL, secretary, treasurer and manager, both native Virginians, and Mr. JAMES LISHMAN, superintendent. The superintendent has had a long experience as a blotting-paper manufacturer in

SECTIONAL VIEW IN ONE OF THE BEATING ENGINE ROOMS.



BIRDS EYE VIEW OF
Albemarle Paper Mfg Co's
 HOLLYWOOD MILLS,
 RICHMOND, VA.



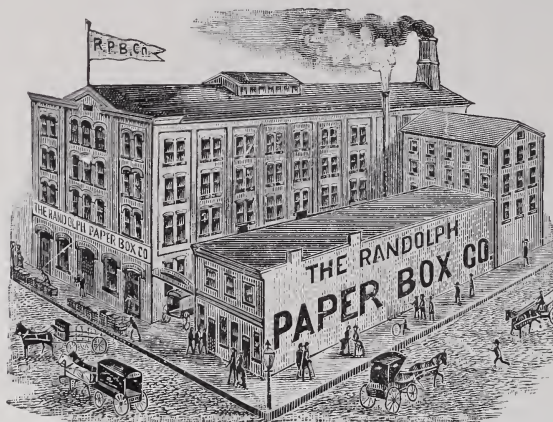
VIEW IN ONE OF THE MACHINE ROOMS.

ALBEMARLE PAPER MANUFACTURING COMPANY'S HOLLYWOOD MILLS.

HOME OF THE "WORLD" BLOTTER. (See page 196.)

the Postlip Mills near Cheltenham in England, of which his father (under whose teachings he became an expert in the manufacture of this peculiar class of paper) is now superintendent.

On page 197 a bird's-eye view of this company's



WORKS OF THE RANDOLPH PAPER-BOX COMPANY.

mills can be seen, together with sectional views of some of its manufacturing departments.

The well-appointed offices of the company are located at the mills, and Mr. Boswell and his corps of book-keepers and clerks are kept busy in taking orders and administering the company's business.

The RANDOLPH PAPER BOX COMPANY, of Richmond, operates one of the largest manufacturing concerns of the city, and, in all probability, one of the largest works of the kind in the United States. This company's factory is located at 1312 to 1318 Franklin street. It covers there an area of 100,000 square feet, and its dimensions and facilities generally are indicated by the fact that 500 hands find employment in it, and that it produces 60,000,000 boxes of all kinds a year. It has \$200,000 capital invested in its premises and their equipment, and in the stock, etc., necessary to carry on the business. It has five men on the road, and sells everywhere in the United States, and, besides, has many customers in Mexico and South America, to whom sales are made by it through brokers resident in those parts. It has its own printing establishment to prepare labels, etc. All its operatives are white, and they are treated with a degree of consideration which was especially remarked by Joaquin Miller (the famous litterateur), in his account of the city written some years ago.

This prodigious business is the growth of an

establishment made scarcely thirteen years ago by N. V. RANDOLPH, with but two men and four girls, and not a dozen customers, and it is to the management of Mr. Randolph, who has been at the head and front of the house from the start, that its remarkable expansion is entirely due. He has, indeed, displayed great business ability. He has given his establishment reputation, not merely for the quantity but for the quality of its work. He has exhibited its produce at State fairs, and even at a Melbourne, Australia, Exposition some years ago. He has established agencies in all the larger cities, and has earned a name in the business community here as one of its most enterprising spirits. He is identified with several of the principal business concerns of the city besides this, and with its charities also; he is president of the Virginia State Insurance Company; president of the Confederate Soldiers' Home; a director of the CHAMBER OF COMMERCE, and chairman of its committee on Business Enterprises.

AUG. POHLIG, box manufacturer, of 6 South Tenth street, has been following that line here



AUGUST POHLIG,
Paper-Box Manufacturer.

since 1865. He has a place of two floors, fitted up with machinery of capacity to produce about

2,000,000 boxes a year, which is a business of about \$25,000 in that time. His specialty is boxes for the tobacco trade. He supplies largely the city manufacturers, but is also a shipper to other parts. He has about 20 hands employed. He has been resident in Richmond for the last thirty-four years, and is noted in his line of business as one of the largest established in it here, and for the quality rather than quantity of his products.

PRINTERS, PUBLISHERS AND ENGRAVERS.

A. HOEN & Co., are the only lithographers and power-press printers of Richmond, Va.

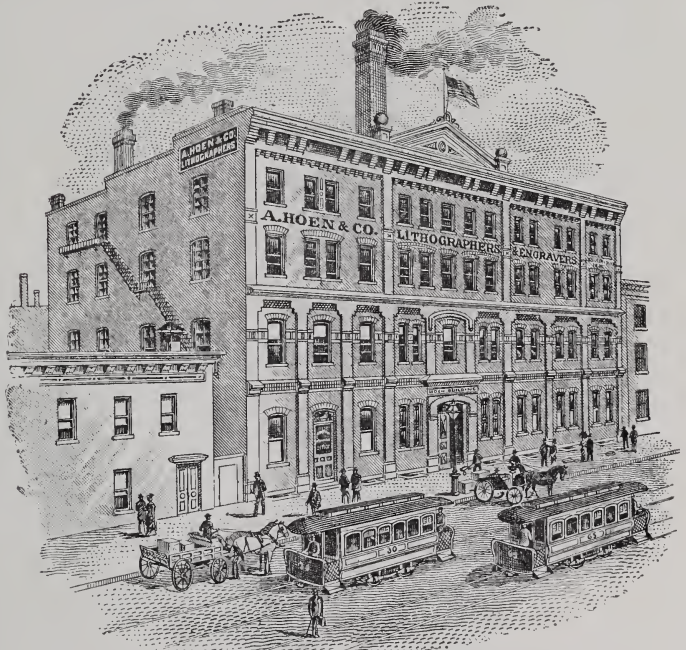
After the war the lithographic business in Richmond, in common with many other industries, languished and fell off, until the last of four formerly flourishing concerns failed in 1877. A. Hoen & Co. purchased the plant of this concern and added all the necessary machinery and capital, and what was of as vital importance as either, an intimate knowledge of the business and a determination to build up a house that would reflect credit on Richmond as a city and Virginia as a State.

Although they began in a very small way, they have grown prodigiously since. In 1877 the lithographic plant of A. Hoen & Co. consisted of one litho-power press, four tons of lithographic stone and nine employees. At this time they occupy a building on Bank street, with a frontage of 100 feet, a depth of 60 and a height of five stories with cellar; in all taking up 30,000 square feet of space. The cut accompanying this matter is a fair representation of their building, without doubt the finest factory in the city. In it, instead of one small power press, ten mammoth modern machines are in daily operation, and the four tons of stone in 1877 have served as a base on which has been reared a monument to the ability and business qualifications of A. Hoen & Co., who require to-day 170 tons of stone to supply the wants of their increasing trade.

Saxa loquuntur ("The Rocks shall Speak") is the motto of their craft. With this ever before

them, A. Hoen & Co. are to-day sending their productions to every city and town south of the Potomac, clear to the Gulf. Their name has become a household word, wherever artistic work is seen, from the delicate *carte de visite* of the lady, to the railroad bond of the solid financier, and from the plain tobacco and cotton label to the artistic chromo that adorns the parlor or drawing-room wall.

Realizing from the beginning, the native artistic sense of the Southern people, they employed only artists to the manner-born, and where, in 1877, they had nine employees, they now have gathered around them nearly 100, all artists of the first rank in their special lines. Combining, as



A. HOEN & CO.'S RICHMOND LITHOGRAPHING ESTABLISHMENT.

they do in all their work, the beautiful with the practical, never allowing the artistic to suffer for pecuniary considerations, and endeavoring always to make a happy blending of sentiment with utility, is it a wonder that their establishment has grown from small proportions until to-day it stands as one of Richmond's live industries, an ornament to the city and a credit to its founders? Messrs. A. Hoen & Co. extend a cordial invitation to all strangers to visit their establishment, assuring them that an hour will not only be pleasantly but profitably spent in watching the various processes through which a lithograph is evolved.

A portrait of the head of this house will be found in another place—the Supplementary Chapter of this work.

ANDREWS, BAPTIST & MARQUESS, printers, binders and engravers, at 1009 East Main street, are the printers of this book. They make a specialty of fine work, and have reputation here as the most artistic printers of the city, espe-

The members of this firm are men of long and varied experience in the business. Mr. LEWIS H. ANDREWS is one of the oldest masters of the art preservative here. He learned his trade in Macon, Ga., served in the Southern army during the entire war, came to Virginia in 1868, and commenced business in Richmond in 1880. Mr. FRANK BAPTIST has had extensive experience in the trade. During the war he was



THE FIRM OF ANDREWS, BAPTIST & MARQUESS,
Printers of this work.

cially in the line of job printing and fine book work. The products of this house, in fact, have done much to educate the public taste here and to create a demand for high-class printing. They have the full complement of machinery requisite for this branch of trade, run by electric-power, and are conveniently located immediately opposite the Post Office.

steel-plate pressman for the Confederate Bureau of Printing and Engraving. Mr. ERNEST B. MARQUESS was for many years in the printing business on his own account before he came into this firm. Messrs. Andrews and Baptist were formerly of the well-known house of Andrews, Baptist & Clemmitt.

Mr. Andrews gives the business general super-

vision, Mr. Baptist has charge of the press-room, and Mr. Marquess directs the financial affairs of the concern.

The distinguishing feature of this house is the originality of its designs and the novel and taking ideas which characterize its productions. The firm prides itself especially on the expeditious manner in which it executes hurried work, and patrons place their orders here with the assurance that they will be filled at or before the time specified.

J. W. FERGUSSON & SON, publishers and job and label printers of 4, 6 and 8 North Fourteenth street (near the Exchange Hotel), occupy a three-story place there which, as a house standing alone, is lighted from all sides. The ground floor is occupied as a press-room, the second floor as composing-room, and third as bindery and label department. The press-room is well equipped with cylinder presses and four jobbers run by an 18 horse-power engine, and in its mechanical department the house has all the latest type and improvements.

The business of this house is, in large part, the printing of tobacco labels and tags. It has trade not merely in the city but throughout the Virginias and North Carolina, and also in Tennessee. It has 30 hands employed, and does a business of about \$50,000 a year. It is an old

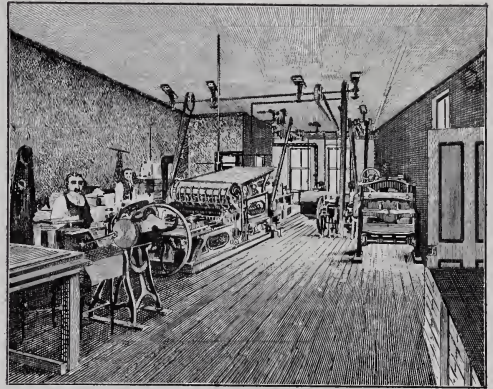


J. W. FERGUSSON & SON'S PRINTING HOUSE.

house and a solid one. It was established in 1854 by the senior member of the firm (J. W. FERGUSSON) and a partner; and this original firm were owners and printers of the *Southern Literary Messenger*. Mr. J. W. Fergusson has been Grand Treasurer of the Grand Lodge of Odd Fellows of the State of Virginia for the last thirty-six years. He is a man held in high

esteem here socially as well as in a business way. His son, Mr. E. H. FERGUSSON, was brought up to the business under his father, and has been a partner since 1870. He manages the house to a very great extent.

WARE & DUKE, book and job printers, are located at 1208 East Main street, in the center of the business portion of the city, and they conduct one of the best-equipped offices in this



INTERIOR OF WARE & DUKE'S PRINTING HOUSE.

line of business. Their plant is a complement of the most improved machinery, embracing a cylinder and five other presses, cutting knife, etc., operated by electric power. In their composing room they have a large and complete assortment of the most modern faces of news and job type, which is regularly replenished, and in all their departments they employ none but the most skilled workmen.

The firm is composed of HERBERT W. WARE and WALTER G. DUKE, both of whom are young men and practical printers. They served regularly an apprenticeship at the trade, and, starting for themselves about five years ago, have, by close attention to business and intelligent enterprise, established a large and growing business in the city and its vicinity. Their motto, "Neatness, Accuracy and Promptness," is borne in mind in every job turned out. They do a general line of commercial job printing and book and pamphlet work, and make a specialty of legal work, such as lawyers' briefs, court records and blanks, etc.

JAMES E. GOODE, publisher and printer, of 828 East Main street, succeeded his grandfather, John Warrock, in 1858, in a business which was founded in the early part of the present century.

He is of an old Virginia family, members of which were prominent in the Revolutionary days, and is of Scotch and English extraction. He served the greater part of his apprenticeship in the office of William F. Ritchie, public printer, and at the death of his grandfather succeeded to this business. He still publishes the "WAR-ROCK-RICHARDSON ALMANAC," founded in 1815 by his grandfather, and has enlarged this publica-

WHITTET & SHEPPERSON, printers, are located at the corner of Tenth and Main streets, in the Presbyterian Committee of Publication's building. In the basement of this building, which is 150 by 25 feet in area, are their presses, job and binding departments and offices, and on one of the upper floors is their type-setting department, for book work, with conveniences for proof-reading, etc.



MEMBERS OF THE FIRM OF WHITTET & SHEPPERSON, PRINTERS.

tion by the addition of much useful information. He runs his place with steam-power, and does much of the State printing. He has been steadily engaged in this line ever since he began except during his short war-service as a member of the Richmond Light Infantry Blues, C. S. A., from which he was discharged by order of the Confederate Secretary of War by reason of his election as printer to the Senate of Virginia.

Their presses and folding machinery, paper cutters, etc., are of the most improved and expensive pattern, while the type, in both book and job departments, is of the newest faces, and is being added to as frequently as a proper regard for progress demands.

Many of the most important works published in Virginia during the last quarter century have come from the presses of this firm, and with

regularly-increased facilities, no printing house in the South is better fitted to produce work of high-class character. They do not hesitate to state that they do not solicit extremely cheap jobs which in printing, as in everything else, can only mean a low quality; but, enduring no careless workmanship and using only good material, they endeavor to maintain a reputation for accurate and superior manufacture; and as for the item of expense, all four partners, actively engaged in the several departments, keep a special watch for economy. In a word, they produce the very best work, at the very lowest rates.

Their job department, especially, has lately been greatly improved by the addition of the newest designs in type, new presses, etc., which betterment, as a step toward true economy, will enable them to produce the best work, at the lowest rates, in this class of printing.

The members of the firm (shown in a portrait group on page 202) are Mr. ROBERT WHITTET and his two sons, JAMES and ROBERT, Scotchmen by birth, but Virginians of twenty-three years' residence; and Mr. GEORGE W. SHEPPERSON, who has been connected with the works since their origin, at the close of the war.

The BAUGHMAN STATIONERY COMPANY, printers and blank-book makers, of 1205 East Main street and 709 South Twelfth street, is a corporation organized in 1891, as successor to Baughman Brothers, printers and stationers, established in 1861. This company has \$100,000 capital stock, eighty hands employed, four men on the road in the Virginias and Carolinas, Georgia and Florida, Alabama and Mississippi, and an annual business of \$200,000.

The Main-street place of this company is its store and office department; its Twelfth-street place, its printing house. The latter is equipped with all the most recently-devised machinery and the latest fashions in type known to the business. It has, among other facilities, its own engraving, blank-book manufacturing and binding departments. There are fourteen presses in the establishment, run chiefly on mercantile and railroad work, which are the specialties of the house. It is, in fact, one of the largest concerns engaged in that line South of Philadelphia. It has the patronage of the principal transportation lines of the South and Atlantic Coast States.

The principals in this company are G. H., E. A. and C. C. BAUGHMAN, and WILLIAM E. TURNER. The Messrs. Baughman are brothers.

They established the business originally as a stationery house solely. About eighteen years ago they embarked in printing, and subsequently upbuilt the business to which the company has lately become successor.

Mr. G. H. BAUGHMAN is president of the company, and gives his attention to the general supervision of the business; Mr. E. A. BAUGHMAN is vice-president, and has charge of the purchases and sales of the house; Mr. C. C. BAUGHMAN manages the manufacturing departments; Mr. W. E. TURNER, the treasurer, has charge of the finances and directs affairs in the office of the company. The company has membership in the CHAMBER OF COMMERCE.

PATRICK KEENAN, printer and publisher, of 1201 Main street, first came to Virginia with the Federal army, and liked the climate so well that he settled in the city of Petersburg upon the restoration of peace. He took up a permanent residence here in 1869, and was at first for some years in the tobacco business, but finally opened up in business as a printer, which had been his original trade. He has a reputation here for his superior work. His specialties are book and job work.

The HASKER & MARCUSE MANUFACTURING CO., of Richmond, notable for its production of tin and paper tobacco tags, have lately moved into their new quarters, 2401 to 2409 Venable street, a building just completed by them, which is 107 feet front, with an "L" running back to Burton street 125 by 40 feet and four stories high, and additional buildings for boiler-house, forging-shop and store-rooms, making it one of the most complete manufacturing establishments of the sort in any city.

The business of manufacturing paper tags, labels and show cards was first commenced by Mr. C. H. Hasker some fourteen years ago on a very small scale. It made rapid progress, however, in a building erected by him at No. 810 North Twenty-fourth street. In 1885 he began manufacturing tin tags for plug tobacco and impression plates for embossing plug tobacco. In March, 1891, Messrs. Marcuse and sons became partners with Mr. Hasker. Under this new management the output of the concern largely increased, and on October 30, 1891, they incorporated as a stock company, with a paid-up capital of \$100,000, and added the manufacture of plain and decorated tin boxes and tin signs to their former business.

The directors of this company, Messrs. Moses

Millhiser, Charles E. Whitlock, James N. Boyd, E. Raab, B. F. Smith, Samuel Freedley, E. H. Hasker and Mr. J. Marcuse and his sons, A. J., I. J., M. E. and M. M. Marcuse, are rated among the most enterprising business men and capitalists of this city.

This company has in its employ about 175 persons, all white, and in the near future will, doubtless, double this force. Among these employes are a number of female help and also some of the best skilled mechanics and artists in the United States—designers, lithographers,

B. F. JOHNSON & Co., publishers of subscription books, at 2600 Main street, do the largest business of that sort in the South, and one of the largest in this country. They have an office force of forty and an army of agents and solicitors and salesmen throughout this country, Canada, Australia, Mexico, and South and Central America, numbering 3,000. They usually carry a stock of \$30,000 to \$40,000 in value.

Mr. B. F. JOHNSON, the head of this house, began in the business in 1876, and to his enterprise the extraordinary growth the house has



B. F. JOHNSON & CO., PUBLISHERS.

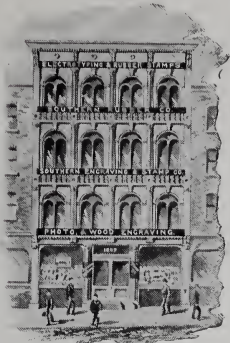
engravers on stone, wood and steel, and die and tool makers, etc. The buildings have the latest improved machinery in them, and some of the best work and most attractive designs produced in the United States for tin boxes and tags are executed here; also some of the largest and handsomest signs that are made. Very attractive work is done also in the paper department of the establishment.

The trade of this house extends North, East, South and West; this in addition to a large local business, for it enjoys the support of almost the entire home trade.

experienced is entirely due. He has made some remarkable successes, from a business standpoint. He published, for instance, "Christ in the Camp," by Dr. J. William Jones; the "Pathway of Life," by T. DeWitt Talmage; and the "Davis Memorial Volume"; and has sold to the trade 500,000 copies of them. He has also sold of the following, "Profitable Farming in the Southern States," the "Beautiful Tree of Life," the "Beautiful Story" and "Our Father's House" fully 600,000.

He is a very live man, is identified with church work, and is a director of the CHAMBER.

The SOUTHERN ENGRAVING & STAMP COMPANY, of Richmond, is established at 1207 East Main street, in the building shown on this page. It is a consolidation of the rubber-stamp department of the Southern Rubber Company and



SOUTHERN
ENGRAVING AND STAMP CO.

the business of the Pilsworth Engraving Company, with increased capital and enlarged facilities for business in both lines. It fills a field which has been a void for some time here, by furnishing printers plates and engravings of all kinds, equal in quality to any done in the land. A number of the illustrations in this work were turned out by it. They speak for themselves.

The work of the Southern Engraving and Stamp Company is very generally praised, in fact, and has the endorsement of the local press, its patrons. It makes a specialty of A 1 illustrations—good, clear, sharp and deep cuts—with promptness and at low prices. It has a large plant also for the manufacture of rubber stamps and of all kinds of brands and seal presses. There are in all seven departments in



SAM'L S. ROSENDORF,
Sec'y and Manager So. Eng. Co.

company; Mr. HENRY BOHMER, vice-president and treasurer; and Mr. SAMUEL S. ROSENDORF, secre-

tary and manager. Their portraits (made by the half-tone process, in the company's own establishment, we need hardly remark) are on this page.

Mr. Rosendorf gives his personal attention to affairs in all the departments of the company's business.

Under his expert direction it steadily grows.

C. BELLENOT, stamp cutter, engraver and die sinker of 4 South Fourteenth street, deserves special mention among the long-established and well-known business houses of this city. The business of this concern was founded by Mr. Bellenot in 1866, and since his death, six years ago, has been successfully continued by F. BELLENOT and his two sons. They employ only the most skilled workmen, and their work has the highest reputation for accuracy and finish. They turn out stencils and brands of every description, steel and burning stamps, society and corporation seals, checks, etc.

They are also importers of rare singing birds from Germany and England, and deal, as well, in domestic birds. They conduct the chief business of this kind here, and in it enjoy a remunerative trade.

JENKINS & WALTHALL, book-binders, blank-book manufacturers, printers and publishers, of 11 North Twelfth street, have a first-class establishment, and turn out "A 1" work. They have been established since 1882, and have been successful enough to acquire interests in other enterprises here besides their bindery, among these an interest in the J. L. HILL PRINTING AND PUBLISHING COMPANY—a house engaged in the same line as their own. They are stockholders and officers in it. Mr. Jenkins is a director of it, and Mr. Walthall is also connected with its management.

As book-binders and blank-book manufacturers themselves, they employ a considerable force of skilled hands, and hold themselves competent for the execution of any work in their line, from a mere pamphlet to the finest ledger made for commercial purposes. They do a first-rate business also in ribbon badges, stamped in gold or colors, for societies, etc., and this is one of their specialties. They have a



WM. T. MOSELEY,
Pres't. Southern Engraving Co.



HENRY BOHMER,
V. P. and Treas. Southern Eng. Co.

the establishment, producing photo-wood, half-tone and map-engraving work; commercial, color and cut printing; electrotypes, and tobacco and other trade stencils and stamps.

Mr. WILLIAM T. MOSELEY is president of the com-

pany; Mr. HENRY BOHMER, vice-president and treasurer; and Mr. SAMUEL S. ROSENDORF, secre-

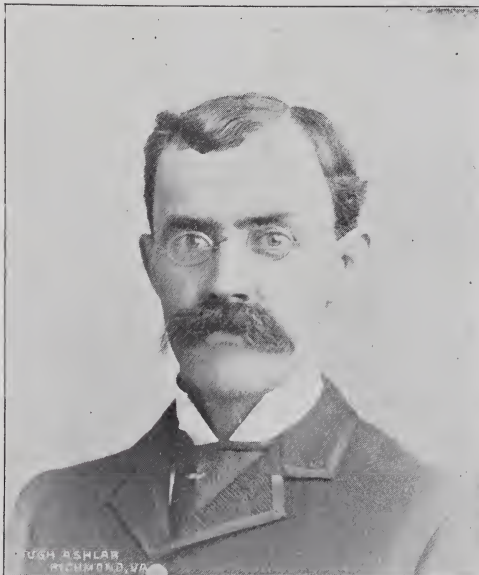
very complete equipment and a convenient and spacious place of business.

Mr. Jenkins is a native of Fredericksburg,



L. H. JENKINS,
Of Jenkins & Walthall, Book-Binders.

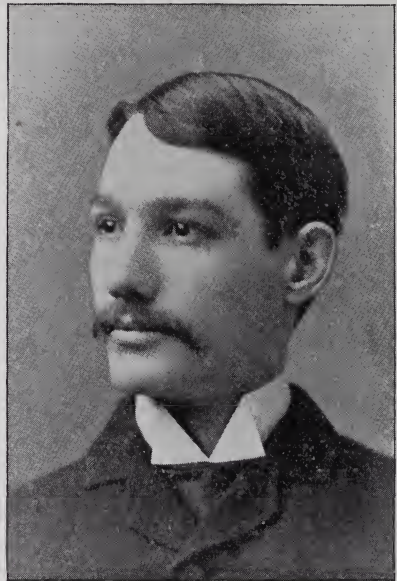
Va. He first came here during the war. About this time he began his business career with



E. T. WALTHALL,
Of Jenkins & Walthall, Book-Binders.

Randolph & English, booksellers and publishers of this city, with whom he was for thirteen years. He afterward formed a copartnership with Yancey & Waddey, printers, stationers and binders, under the firm name of L. H. Jenkins & Co., and later embarked, as we have said, in business with Mr. Walthall.

Mr. Walthall is a native of Richmond. He was with Woodhouse & Parham, booksellers and printers, for nineteen years, and was their foreman for twelve. He is prominent as a Knight Templar and Mason of high degree, and for his social as well as business standing.



S. B. ADKINS, Book-Binder.

S. B. ADKINS, book-binder and blank book manufacturer of 4 Governor street, entered upon his present business as a boy in 1875, with the old firm of Woodhouse & Parham. He was subsequently with another leading house here before he started on his own account in 1888. He is a young man of experience and energy, and he has one of the best binderies here. Its capacity is equal to fifty octavo volumes of 1,000 folios per day. He has a large country as well as city trade. He is especially well equipped for the manufacture of blank books, to order, for banks, state, county and city officials, which work he makes a specialty, and he gives prompt attention to printing orders.

His portrait accompanies this sketch of his business.

LEATHER AND LEATHER PRODUCTS.

T. A. JACOB, dealer in hides and leather, oils, shoe findings, etc., and tanner also, at 1520 and 1522 Cary street and 17 Thirteenth



T. A. JACOB.
Hides and Leather.

street, is successor to an old and solid house in which he himself was for many years a partner—the house of B. D. Chalkley & Jacob, successors to O. H. Chalkley, established in 1846, and known through the business done by it pretty much everywhere in the South Atlantic States. Mr. Jacob is a native here, and was originally raised to the tobacco business with T. C. Williams & Co. He abandoned that line for the one he is in now long ago, however, and upon Mr. B. D. Chalkley's retirement from the business succeeded him in it.

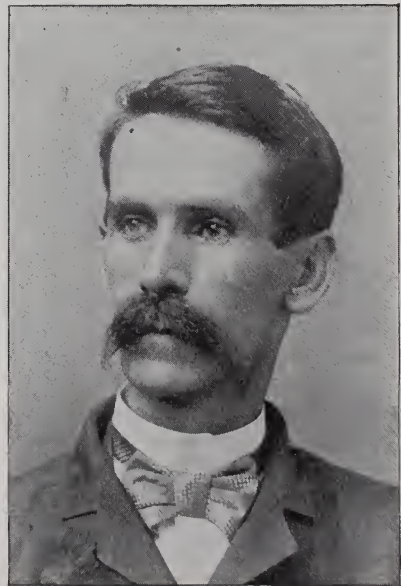
He owns his place of business and its site on Cary street, and maintains there a hide warehouse and a steam tannery. His Thirteenth-street place is an office and sales-room. He has about 25 hands employed, including travelling men, who traverse for field (buying hides and selling goods for him) Virginia, the Carolinas and Georgia chiefly. He carries usually a \$20,000 stock of leather and findings, and his sales from the store will aggregate perhaps \$100,000 a year. The output of the tannery is mostly harness leather, and is valued at \$70,000 or more a year, or \$170,000 of annual business.

The tannery has a steam equipment. It is

provided with 30 vats and 10 lines, and has a capacity of 20,000 sides per annum. The old-fashioned processes are still pursued in it, assuring the trade a far better article than by the new-fangled but incomplete and superficial methods in vogue in some parts of the country.

J. C. DICKERSON, saddle and harness manufacturer of 1512 East Franklin street, occupies a stand there which has been his for thirty years. It is 20 by 100 feet and two stories high. He employs in it about ten hands on custom work almost entirely. He has patrons in all parts of the State and in North Carolina, and he does a large amount of repairing for the wealthier residents of the city. He carries in stock fine hand-made harness, saddles and horse furnishings of all kinds. He does nothing, in fact, but hand-work, and has no machinery in his place. His leather is specially manufactured for him in the North.

Mr. Dickerson is of an old Virginia family, and has been a resident here always. He has spent his life in his pursuit. He is a prominent man in municipal affairs. He has been a member of the City Council for sixteen consecutive



J. C. DICKERSON;
Harness Manufacturer.

years, and has been president of the Board of Aldermen of the city for six years.

He has a branch house also at 1607 Franklin street, in charge of J. D. REYNOLDS as manager.

G. T. GRANGER & SON, manufacturers of harness and saddles at 720 East Cary street, make a specialty of the very best hand-work produced. Mr. Granger is an "A 1" workman, and his son, C. W. Granger, mastered the business under his eye. Mr. Granger, senior, served his time under Daniel Perkinson, harness maker of Petersburg, and came here before the war. He does no slop work whatever, and his custom goods are known throughout the State as first-class in every particular. His customers are, as a rule, the leading people of the city, and the excellence of his work guarantees a continuance of his patronage. His success in the business is illustrative of the adage "Merit will tell."

W. H. DEAN & Co., manufacturers of harness and saddlery at 17 North Eighteenth street, make very fine Land-made goods. They exhibited some of it at the last State Fair held



W. E. DREW & CO.'S SHOE FACTORY.

here and received many orders thereby. Their customers are mostly resident in this city and the country surrounding it.

They have been established now going on two years. Mr. Dean was formerly with J. C. Dickerson, a prominent man in the business. His partner is Mr. JAMES McDONOUGH, the undertaker, stableman and carriage manufacturer, who, however, is not actively identified with the management. His interest is a silent one.

G. A. GOODE, harness maker, of 1715 East Main street, between Seventeenth and Eighteenth, served his time here to the trade he follows with J. H. Dickerson & Brother, and has been established on his own account since 1879. His reputation is based on the fine hand-made work he produces, chiefly light work and coach harness.

STOCKMAR & HEINLEIN, manufacturers of and dealers in harness and saddles, etc., of 27 West Broad street, are successors to Heinlein & Fink, established five years ago. They were with J. C. Dickerson, a leading manufacturer of this line here for many years, and are both expert harness makers. They also do considerable repairing. They handle a stock of harness, saddles and horse furnishings of considerable variety and the best quality. Their principal business is, however, custom work.

L. C. FIGG, saddler and harness maker of 1519 East Franklin street, has followed that business for the last forty two years, on the same street for thirty-five years, and on his own account for twenty-one. He served his apprenticeship with S. C. Cottrell, and then was with Baldwin, collar maker, for several years. He has a great reputation throughout this State and North Carolina for his fine hand-made work, coach and heavy draft harness especially. These he makes largely to order.

He is a native of the city. During the war he was foreman of the Confederacy's harness and saddlery department, and he also held a commission as a lieutenant of Company F., Armory Battalion of Local Defence Troops. He was a member of the Democratic City Central Committee here for four years, and has served six years as the representative of Jefferson Ward in the Police Board of the city. He has, in fact, as a citizen with good government at heart, always taken an active and prominent part in local politics.

W. E. DREW & Co., manufacturers of men's and boys' fine boots and shoes at 737 East Main street, corner of Eighth, manufacture and retail exclusively all the stock they sell. There is no middle-man, therefore, between them and their trade, and sales are direct from the maker to wearer. They carry in stock an assortment from which they can fit all manner of feet. They make a specialty of fitting persons suffering from ill-fitting shoes, and guarantee to cure the feet of such persons by supplying shoes that are perfect fitting, and at the same time easy wearing.

The business of this firm was established in a small way by the father of the present proprietors in 1865, just after the Evacuation fire. The house is now doing more business than any house in this line south of the city of Philadelphia.

MISCELLANEOUS MANUFACTURES.

CONSTABLE BROTHERS, shirt-makers and men's furnishers and hatters, of 419 East Broad street, occupy a three-story place, the upper floor of which is their factory. In this department they employ 30 hands on custom-made shirts, which they manufacture largely. They have men on the road soliciting orders in the Virginias and Carolinas and Alabama, and, with a \$20,000 stock usually carried, they do a business of about \$75,000 a year.

They have an elaborately-furnished sales department, and they make a specialty of fine goods.

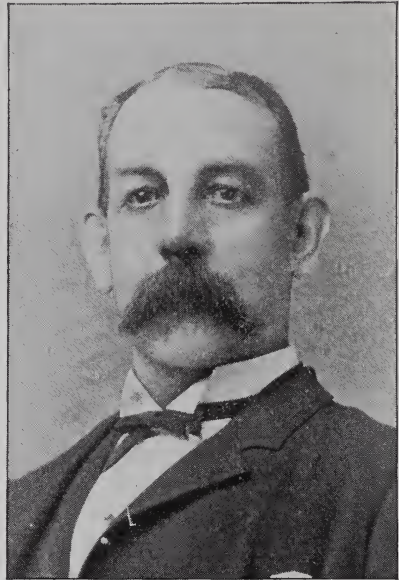
The principals in this establishment, W. S. and C. H. CONSTABLE, came here from Baltimore about twelve years ago to do a wholesale business exclusively. Afterward, however, they opened a retail house. They have another house in Norfolk, the house of CONSTABLE BROTHERS & WALL. Mr. C. H. Constable manages affairs there and Mr. W. S. Constable here.



CONSTABLE BROS' SHIRT FACTORY.

BROOKE & Co. (C. Brooke, sole proprietor) are manufacturers of ladies' and children's underwear at 115 East Broad street. Mr. Brooke, head of the house, is a native of Maryland, but has lived here since 1861. He was in the Confederate service during the war, and as soon thereafter as he could get together sufficient re-

sources he opened this business. He does a conservative but eminently safe trade. He carries a \$5,000 stock, has skilled hands employed,



CLEMENT BROOKE,

Manufacturer of Ladies' Underwear.

and produces about \$20,000 worth of goods a year, which he sells through his travelling men to the trade in North Carolina, Virginia and Georgia. He is a man of property interests and other substantial resources.

M. MURPHY & BROTHER, coopers, of 1524 and 1526 East Cary street, have an average of 20 hands employed and an equipment which enables them to produce 50,000 new flour barrels a year. This is their specialty, the manufacture of flour barrels for the local trade. They deal largely, however, also in second-hand barrels and hogsheads, and ship them to Philadelphia, New York, Baltimore and Norfolk. They have facilities equal to that of any firm of the kind in the South. They do, altogether, a business of about \$50,000 a year.

This business was established by Mr. M. MURPHY in 1871. Mr. JOHN MURPHY came in a short time afterwards. Mr. M. Murphy is a large owner of real estate here and at Newport News, and is one of the solid men of the community. They have membership, as a firm, in the CHAMBER OF COMMERCE.

The GOODMAN MANUFACTURING COMPANY, of Richmond and New York, is one of the largest, if not, indeed, the largest concern of the kind in this country. Its business is the manufacture of brooms and brushes. It has a factory here, at Nineteenth and Cary streets, covering an

H. Meyers & Brothers, wholesale grocers, for years before he embarked in this line. Mr. Rosenbaum is a son of the late M. Rosenbaum, who was of note in his lifetime as a wholesale dry goods merchant.

Mr. S. Goodman gives the general management of affairs his attention, with special direction of the finances as his department. Mr. Rosenbaum supervises the manufacturing departments, and is buyer for the company. Mr. M. A. Goodman takes charge of the office and sales. All three are principals also in other concerns here. They are members of GOODMAN BROTHERS & Co., dealers in black oak bark, and handling about 20,000 tons of it a year as exporters of it chiefly to Europe. They constitute, also, the RICHMOND TOWING AND TRANSPORTATION Co., elsewhere described herein. They too have membership in the CHAMBER OF COMMERCE.



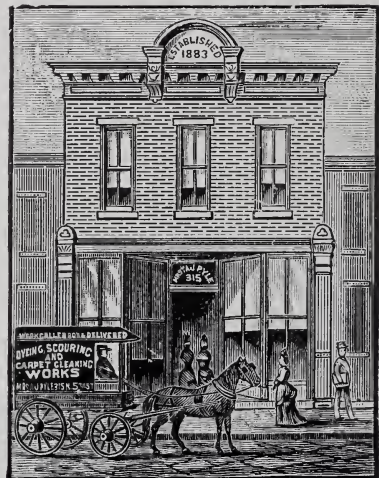
GOODMAN MANUFACTURING COMPANY'S WORKS.

area of 110 by 204 feet, which is five stories high, and which has an exceptionally complete equipment of machinery, and in which it has 275 hands regularly employed. Its capital stock is \$125,000; its output, 500 dozen brooms a day, with brushes in proportion, and other goods and wares besides; the whole aggregating upwards of \$350,000 in sales a year. Its trade is not confined to any one State or section, or even to this country, but, as a matter of fact, is world wide.

Its specialty is the manufacture of a patent metal-backed brush, for which it has sole patent rights. It is an importer of bristles from Europe, of Mexican grasses used in the trade; and as a consumer of about 10,000 tons of it a year, is one of the largest buyers of broom-corn in the West. It has three men on the road selling and managing business for it, but its sales are chiefly through brokers, one or more of whom it has in every large city of the land. It maintains a selling and importing branch at 34 Thomas street, New York.

The business of this company originated with GOODMAN BROTHERS of this city about five years ago. In their hands it grew so, that in 1891 they were compelled to incorporate. SIGMUND M. GOODMAN was then elected president; JOSEPH M. ROSENBAUM, vice-president; and MORTON A. GOODMAN secretary and treasurer. All three are natives here, long engaged in business. Mr. Sigmund M. Goodman was a travelling man for

Mrs. A. J. PYLE, successor to A. J. Pyle, deceased (whose widow she is), runs at 315 North Fifth street the largest steam-dyeing and carpet-cleaning and renovating works in the South. She owns her place of business, a two-story



MRS. A. J. PYLE'S
Renovating Establishment.

building especially equipped for the trade, an illustration of which is on this page. She does a vast amount of work, and has for patrons the best people of the city and State, and of the

Carolinas, Georgia and Florida. She makes a specialty of cleaning lawn-tennis suits, dresses, laces and costly fabrics. By the processes used gloss is removed readily from gentlemen's clothing, linings to dyed work are left white and clean, and the fabric returned without either smut or stain. She does a very large carpet-cleaning business, and also stores carpets.

She is the manufacturer also of the "Acme" renovator. The first premium of the Virginia State Fair of 1886-'87 was awarded her work. Materials can be expressed to her, and will be returned as soon as possible.

Mrs. Pyle began in this business nine years ago with no experience whatever, and she has made a remarkable success of it. She has built up a business which long ago outgrew the place in which it was when she first took it, and she has shown that business capacity is not exclusively a qualification of the sterner sex.

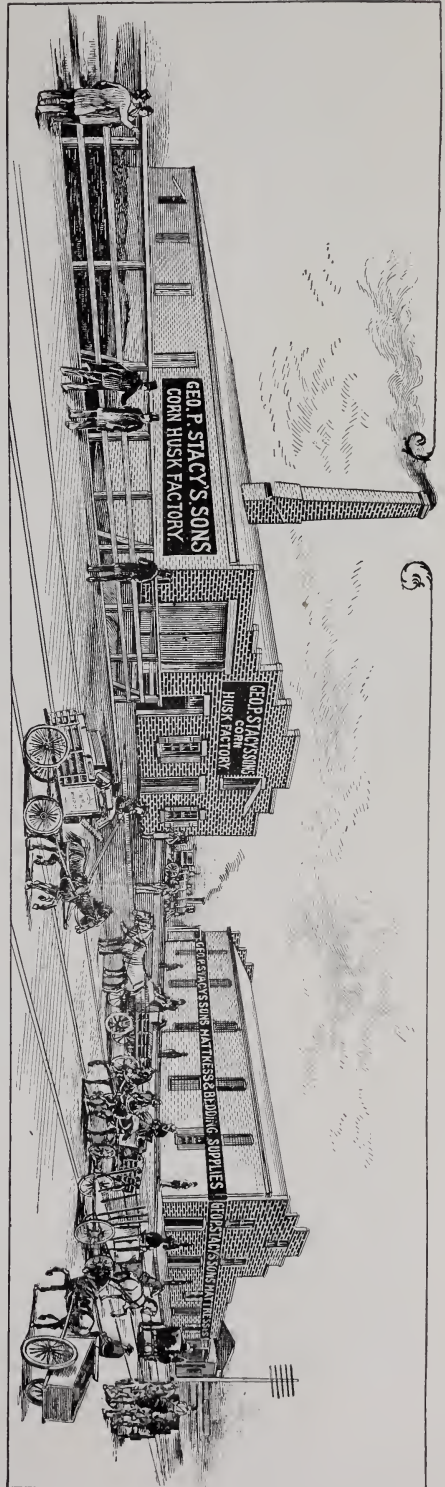
A New York *Sun* of recent date has this to say of her:

"Mrs. A. J. Pyle, of Richmond, Va., owns and manages the largest dyeing and scouring establishment in the South. Left a widow with a family to support, she took up her husband's business, and has managed it with such success that her custom has more than doubled, and extends throughout the Southern States, including Florida and Texas."

GEORGE P. STACY'S SONS, of Richmond, are the largest manufacturers of corn-husk for mattresses in the South, and are very large dealers also in mattresses and bedding supplies. They have a factory in Manchester, over the river from Richmond, in which they are employing about 30 hands in the preparation of corn-husks by a patented process of their own, which makes the very best article in the market. They also maintain a warehouse near the factory for the mattress and bedding-supplies business, in which they do a very large trade also, through their men on the road traversing the South. To that section their jobbing traffic is confined, although they do a corn-husk business both North and South. Their business is growing rapidly, despite the sharp competition in the trade, and, through their efforts, Richmond has become noted as the place where the cheapest as well as best mattresses in the country are made.

The business of this house was established by G. B. Stacy, grandfather of the present proprietor, in 1844. He was the pioneer in the business here. He was succeeded by his son,

GEORGE P. STACY'S SONS' CORN-HUSK AND MATTRESS FACTORY.



George P. Stacy, who in turn was succeeded, in 1889, by George P. Stacy's Sons. Mr. GEORGE B. STACY, Jr., has been sole proprietor of the business since 1891.

A cut on page 211 shows the two establishments he operates. His business address is P. O. Box 3, Richmond, Va.

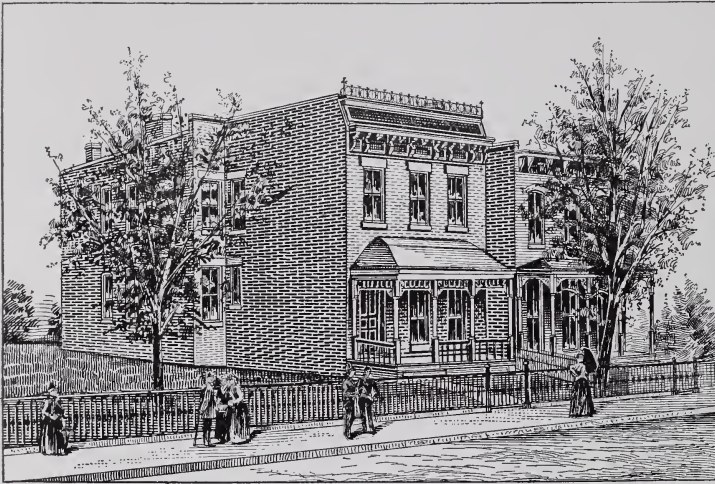
The ENTERPRISE SHIRT MANUFACTURING COMPANY of 826 East Main street, has a factory for producing shirts and underwear for the trade,

The VIRGINIA STEAM LAUNDRY AND TOILET-SUPPLY COMPANY, 1207 West Main street, Richmond, executes fine laundry work of every description, including lace curtains, blankets, etc.

Offices and business houses are furnished with toilet outfits at \$1 per month, and clean towels supplied daily by it.

Goods are called for and delivered promptly to any part of the city.

TURNER & WILLIS, telephone 941, are the proprietors.



RESIDENCE OF J. Q. DICKINSON, BUILDING CONTRACTOR,
East Marshall Street.

and also largely to order, and has an average of 15 hands employed. The sewing machines in this factory are run by electricity. This company sells its goods in all the Southern States. Its capacity, for custom work alone, is thirty dozen shirts and twenty dozen drawers a week, stock work not included. It is the exclusive owner of all shirt and drawers measures of the late firms of H. T. Miller & Co. and William Mitchell & Co., and all orders ever filled by them can be duplicated by it.

The manager of this company is E. E. BISHOP, who came here ten years ago from Baltimore, where he had been in the same line, and consequently now has had eighteen years' experience as a cutter of fine custom work. He was manager of other concerns of this character before he took charge of this enterprise. The company is, in reality, successor to William Mitchell & Co. By purchase of the patterns, order books and good will of that firm, it began with an established trade.

ARTHUR G. EVANS, contractor for house and sign painting, at 22 North Ninth street, has executed many fine jobs here, among the rest the Second Baptist Church, the Westmoreland Club and the residences of John P. Branch, A. Y. Stokes and Ashby Jones, on Franklin street, and the Oscar Cranz residence, Second and Grace streets. Superior work, in fact, has long ago established his reputation here.

He is a native of Norfolk, and there mastered the trade before the war. After the war, in

which he served as a soldier of the Confederacy, he established himself here. He does a good deal of work outside as well as in the city. Many of the business houses and residences in Manchester were done by him. Ordinarily he employs 20 hands, but more when business requires it. He gives special attention to the quality of stock used in executing orders, and personally superintends all work undertaken by him.

FRANCK BROTHERS, gilders and framers, of the corner Ninth and Franklin streets, are principals in a business which was established in 1840 by their grandfather, Lewis Franck, and are successors to their father. L. Franck, Sr., founder of the business, was a native of Berlin. He came here in 1839, and began the picture framing business and carried it on for very many years with his son (Lewis also by name) in a small way. The grandsons, the present proprietors, were brought up to the business with their father and grandfather. Not content,

however, with the framing business merely, they determined to extend their trade. Aided by some hints, gained from specimens of Italian work brought here by wealthy residents, they acquired a knowledge of Venetian and Florentine carving and gilding, and now their attention is given almost wholly to this high class of work.

They get pretty much all they can do, and receive orders from all the Southern States. They have reputation for the artistic finish of their work. Their specialty is the manufacture of frames for mirrors and costly paintings, and also the restoring of old oil paintings and the regilding of old gold frames.

MANUFACTURES OF 1892.

Establishments	1,003
Hands employed	23,360
Wages paid	\$11,630,706
Capital invested	\$17,458,090
Materials consumed	\$21,188,325
Annual output.	\$42,299,750

Characteristic Lines:

Tobacco	\$15,670,000
Building material, including lumber, brick, granite, etc.	\$5,210,000
Iron and foundry products, implements and carriages.	\$4,500,000
Flour and meal	\$2,800,000
Fertilizers and Chemicals.	\$1,800,000
Drugs and grocers' specialties	\$1,800,000
Printing.	\$1,470,000
Paper and paper products.	\$1,200,000

Cotton goods, clothing, etc.	\$810,000
Woodenware, etc.	\$750,000
Leather goods	\$680,000
Packing and canning	\$680,900

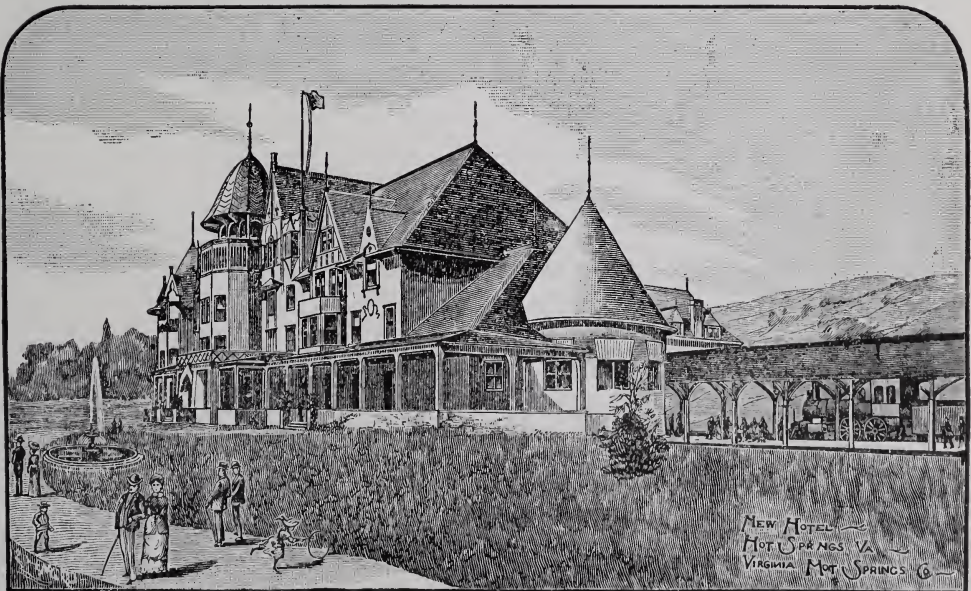
Water-power available (horse-power)	21,000
Water-power utilized (horse-power).	5,000
Manufacturing coal, per ton.	\$2 to \$3

Materials Largely Available:

Tobacco, grain, fruits and vegetables; iron, coal, granite, lumber, brick, clay.

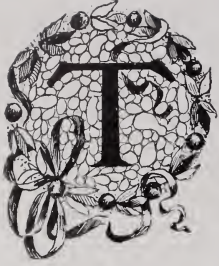
For manufacturing opportunities, see page 144.

Note: The figures of Chapter I of the book are those of 1891—all that were available when it was compiled.



HOTEL, HOT SPRINGS, HOT SPRINGS VALLEY, BATH COUNTY, VA. (C. & O. R. R.)

JOBGING TRADE.



THE wholesale business of Richmond, exclusive of manufactures, now approximates \$54,500,000 a year. Reckoning, now, \$6,250,000 of this total for exports unmanufactured; \$7,500,000 for grain and cotton, fruits dried and green, wool and hides, and produce of all kinds, excepting tobacco; \$2,000,000 for live stock, horses and mules; and \$2,500,000 for lumber, coal, stone, etc., there is remaining \$36,250,000 for the jobbing trade proper, which is the figure given by the *Dispatch*, in its review of the year 1892, published January 1st last, upon the authority of the CHAMBER OF COMMERCE.

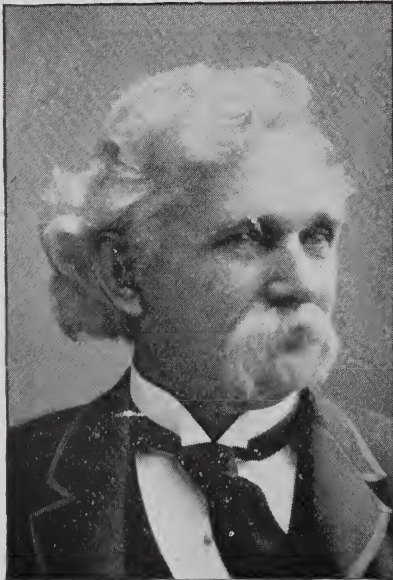
A GREAT ADVANCEMENT.

This jobbing total shows but a small increase over the figures of the preceding year, which, however, was a remarkably brisk business period. There was, at all events, no falling off,

although the low price of cotton and other staples in the city's tributaries certainly affected its business. And then, besides, the enterprise



C. E. WINGO,
Of the Wingo, Ellett & Crump Shoe Company.



D. J. BALDWIN,
Of Baldwin & Brown Jobbers of Hardware.

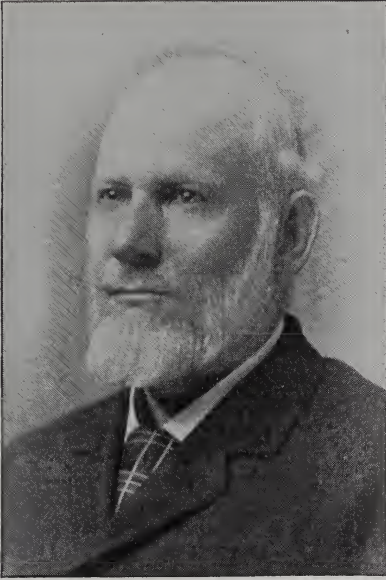
of the city has been directed largely of late into channels of manufacturing industry. It would be fairer, perhaps, to draw the comparison with more than a single year; and such a contrast really discloses a tremendous forward stride. The jobbing business of the city has increased \$4,200,000 since 1890, \$11,750,000 since 1885, and \$18,000,000 since 1881—or a hundred per cent. in eleven years.

This is the work of but one of the industrial columns of this city on the James. Yet by how many cities, East, West, North or South, can it be matched? A wholesale business of \$54,500,000 in a single year, with a corresponding development of retail trade; and parallel with that advance, \$42,250,000 of manufactured product, between four and five millions of real estate, building and public improvements—over a hundred millions of commerce—twice the busi-

ness of ten or twelve years ago! In the West, assuredly, they would trumpet a growth like that to all the world.

PRINCIPAL LINES PURSUED.

The city has now about 300 jobbing houses. The travelling salesmen of the city number 800.



E. A. SAUNDERS,

Of E. A. Saunders & Sons, Wholesale Grocers.

The estimate of capital employed by the 300 houses is \$8,000,000. Of the entire jobbing sales aggregate more than half is credited in the newspaper compilations to the grocery and provision trade, through which, very extensively, the tobacco jobbing is done; and in this classification is embraced also, in part, the commission dealings in tobacco, grain, and the great crop staples. Thus, of nearly \$23,000,000 business covering these federated lines, about \$14,500,000 are grocery sales proper, \$4,700,000 dealings in provisions, and perhaps \$2,650,000 the fancy grocery trade, which here handles manufactured tobacco to a considerable amount.

The produce business of the city is also exceptionally large. Of cotton and the cereals the value of \$3,500,000 is handled; of hides and wool, and commodities of that class, embracing ginseng and other native roots, wax, skins, etc., \$750,000 worth; of hay and feed, as much as this last item; of seeds, \$250,000; of dried fruits,

\$150,000; of country produce and dairy products at least \$1,000,000. Fully \$500,000 worth of domestic produce, indeed, is handled by marketmen here; much of it received direct from the producer who brings it from the city's environs.

OTHER LEADING LINES.

The dry goods, millinery and clothing business is about \$4,750,000 a year. House furnishings (furniture, carpets, pianos, sewing machines, stoves, kitchen ware, and other household articles) are sold to the amount of \$3,100,000 a year.

The hardware, machinery and implement business is close to \$2,000,000 a year; and that, also, is about the shoe trade done, and the total, also, for drugs, paints and oils.

Of coal, about 350,000 tons, valued at \$875,000, together with considerable northern ice that still comes here, is handled; of lumber, thirty-five to forty million feet, and besides that, ties, timber, cord-wood, etc., bringing the total up to \$1,200,000 annually. The horse and mule



W. H. WEISIGER,

President Weisiger Clothing Company.

business is upward of \$1,000,000 a year, and the receipts of cattle and other live stock (some 70,000 a year in number), is an additional \$900,000.

The lines, then, for which Richmond is notable are: Groceries, staple and fancy (including much tobacco, jobbing and provision trade); grain and produce; dry goods and clothing; furniture and house furnishings; hardware and machinery; boots and shoes; drugs, paints and oils; coal, lumber and stone; horses and mules, and live stock.

THE CITY'S RANK IN TRADE.

RICHMOND now ranks among the foremost, most prosperous and most rapidly growing of Southern trade centers. New Orleans and Louisville only are larger than it in this regard, and neither of these advances faster of late. As a Southern jobbing center it leads Atlanta,

But its greatest promise lies in the development of the country at its back; the coast regions of Virginia and the Carolinas, with their fisheries and truck lands and timber; and the Southern Alleghany region with its marvelous wealth of mines.

Many of its great establishments—its iron works, flour mills and tobacco factories especially—are, as to trade territory, practically unconfined. The country at large, and for some of them the world even, is field; but for most of the wholesale business houses, Virginia and West Virginia, the Carolinas, Georgia and contiguous parts of Kentucky and Tennessee are the tributaries of the city. This field is, however, and Richmond's share in it particularly, developing in resources as fast as any province of commerce in the land, not excepting even the boom-lands of the West. Upon this development the prospects of Richmond are based. And the signs all point to a continuance of the growth which the city has experienced for the ten or twelve years past.

LEADING GROCERY, BROKERAGE AND PROVISION HOUSES.

E. A. SAUNDERS & SONS, wholesale grocers, provision dealers and importers, at Fourteenth and Cary streets, are rated in the trade a house fast approaching, if they have not reached that mark already, the distinction of \$1,000,000 in sales a year. They carry a big stock—seldom less than \$100,000 worth of ordinary goods, in their place of business (shown in the accompanying engraving), and heavy staples in a warehouse at 1428 Cary street,

a few doors away. They own these premises, and the head of the house is credited with personal resources of uncommon value besides.

They have five men on the road, and 25 employees altogether. Their specialty is tobacco and tobacco manufacturers' supplies.

This house was established directly after the war by the firm of Walker & Saunders, of which Mr. E. A. SAUNDERS, Sr., head of the house now, was one. He was sole proprietor from 1876 to 1883, and then his son, E. A., Jr., acquired an interest with him. In 1890 another son, W. B., was admitted, and these three constitute the firm now.



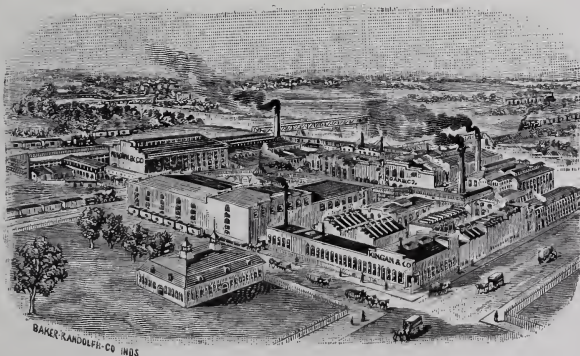
E. A. SAUNDERS & SONS, WHOLESALE GROCERS.

Nashville and Memphis, and as a manufacturing place is far beyond their rivalry. This very combination of manufactures and jobbing, indeed, is one of its special advantages, in that much of its stock in trade is of home production. Other advantages are these: 1. Its control of the tobacco trade. 2. Its station half way between the great seats of manufacturing production of the North and East, and of agricultural production in the South and Southeast, so that it can buy in the cheapest market and sell in the nearest. 3. Its location in Tidewater, assuring it the competition of water with rail transportation facilities. 4. Its improved communications with the West.

Mr. E. A. Saunders, Sr., is, as we have hinted, a man of wealth, acquired by thrift and tact during a long and successful business career. He was a country merchant originally, in New Kent county, this State, and he has been in business, altogether, forty-two years. He is a member of the firm of E. A. Saunders & Co., of New York, engaged chiefly in the lumber trade, and he owns vessels, city real estate, farms, plantations and bank stock to a considerable amount. He has three farms on the James: "Boscobel," 1,450 acres, twenty miles up the James; "Shirley," 800 acres, twenty miles down stream, and managed by H. S. Saunders, his son; and "Buckland," 650 acres, thirty miles down.

DAVENPORT & MORRIS, wholesale grocers, importers and commission merchants, at Seventeenth and Dock streets, lead all others here of their line, in capital and resources, variety and amount of stock carried and grand aggregate of sales. In 1891 their trade was upwards of \$1,500,000. They cover all the States of the South east of the Mississippi river, and have ten men on the road in that field. They occupy here six large warehouses, their own property, adjacent to the docks and with Richmond and Danville side-track, in which they usually have on hand a \$200,000 stock. They have 30 employees here.

They make a specialty of the trade in tobacco



WORKS OF KINGAN & CO., PACKERS, INDIANAPOLIS, IND.

manufacturers' supplies and of the importation direct of coffee and liquors. They are, in fact, the largest importers here.

Four partners hold interests in this house:

ISAAC DAVENPORT, Jr., who, however, after a long and busy life as merchant and banker, has practically retired; JUNIUS A. MORRIS, vir-



DAVENPORT & MORRIS,
Wholesale Grocers and Importers.

tually the head of the house, as senior now in its management; ISAAC DAVENPORT and FRANK A. DAVENPORT, sons of the late G. B. Davenport, formerly a partner in the house.

Mr. Isaac Davenport, Jr., is also of Davenport & Co., bankers and insurance men, and agents for the Liverpool and London and Globe Company. He is one of the wealthiest residents of the city, and is interested in many of the most important enterprises here. Mr. Morris is president of the Union Brokerage Company, a director of the First National Bank, the Albemarle Paper Company, manufacturers of blotting paper here, and the Southern Manufacturing Company, coffee roasters and spice grinders and manufacturers of baking powders. Mr. Frank A. Davenport is also a director of the Southern Manufacturing Company, and the Albemarle Paper Company, and is vice-president of the former.

The house is the oldest of any note here. It was established in 1815 by Davenport & Allen. The Davenport of that firm was grandfather to the junior members of to-day. It has membership in the CHAMBER OF COMMERCE, and Mr. Morris is one of its Committee on Banking and Currency, a selection indicative, surely, of a considerable degree of attainments on his part in the realm of finance.

KINGAN & Co., pork and meat packers, of Indianapolis and Kansas City (one of the largest concerns of this kind in the world), have had a sales agency here for nine years. This agency

is at 1427 and 1429 Cary street, corner of Fifteenth. Mr. J. S. MUNCE is the company's representative. Mr. Munce's field is that embraced in the States of Maryland, Delaware, the Virginias, the District of Columbia, the Carolinas, and part of Georgia. He has six men on the road under him in that field, and has about 40 employes here altogether. He has cold-storage facilities for 350,000 pounds of meats, has side-track right to his door, and is supplied with the superior products of Kingan & Co. direct from Indianapolis and Kansas City.

The works of Kingan & Co. in Indianapolis have capacity equal to the slaughtering of a million hogs a year. Its sales are about \$9,000,000 a year, and the Kansas City Works are of scarcely less capacity. The company, however, prides itself more on the quality than the quantity of its products. "KINGAN'S RELIABLE" are standard brands everywhere in this State. The specialties here are smoked meats and lard, and other products of the house.

Mr. Munce, representative of the company here, is a member of the CHAMBER OF COMMERCE. He started with the company in Belfast, Ireland, where it has also a very large establishment, and has been with it going on twenty years. He thoroughly understands his business, and is a clever gentleman to have dealings with.

BROWN, DAVIS & ATKINS, wholesale grocers and liquor dealers, at 1323 to 1328 Cary street, is a house of the first order. It has trade in all the States of the South, east of the Mississippi river, and has five men on the road selling for it in that territory. It usually carries a stock worth \$100,000, embracing all the staples of the grocery trade and the finest of imported and domestic liquors, and its aggregate annual business is little, if anything, short of \$500,000.

Its principals are men of ripe business experience and large resources. Mr. BROWN is a director also of the First National Bank and one of the resident directory of the Liverpool and London and Globe Insurance Company. Mr. DAVIS is a director of the Virginia Fire and Marine Insurance Company, and also of the Citizens Savings Bank.

Mr. Brown was the "Co." of the house of William B. Jones & Co., this firm's predecessor, which was established in 1861. The house is, therefore, now in its thirty-second year. Mr. Davis was an employe of the original firm, and acquired his interest twenty-seven years

ago. Mr. ATKINS has been with the house eleven years, and a partner five years of that time.

Mr. Brown gives his attention to the finances and credits, Mr. Davis to the office business, and Mr. Atkins travels considerably in the interests of the firm. They own the property they occupy, a large three-story block. This firm also has a membership in the CHAMBER.

JOHN R. CARY, wholesale grocer and importer and dealer in tobacco and cigars, on Shockoe Lane, has eight men on the road in the Virginias, Carolinas, Georgia and Tennessee, and is one of the largest dealers in his line doing business in those States. He makes a specialty of the flour trade, particularly of three brands, "Pinnacle," "Elmwood," and "J. R. C.," family brands. He handles all the staples of the grocery trade and many fancy lines, and is a large importer of Rio and Santos coffees.

Mr. Cary was formerly one of the firm of Christian & Cary, engaged in this same line here, but has been established on his own account and associated with special partners since 1889. These special partners are C. E. Wingo, J. S. Ellett and J. D. Crump, of the wholesale boot and shoe house of Messrs. Wingo, Ellett & Crump; and P. A. Sublett and W. M. Cary, who are the commission firm of Sublett & Cary. He is himself a member and director of the Wingo, Ellett & Crump Shoe Company. This is a combination of six of the most substantial men of the city. He has membership also in the CHAMBER OF COMMERCE.

HARRELSON & CRUMP, wholesale grocers and confectioners of 1310 East Main street, have three men on the road selling for them in the States of Virginia, West Virginia and the Carolinas, and have about 20 hands employed in making candy to the extent of about 2,000 pounds a day. They make a specialty of the trade in fancy groceries and in tobacco and cigars, and usually carry about \$20,000 of stock. With this, under an active management, they are enabled to do a business of \$200,000 a year. They have been established about seven years.

Mr. T. A. HARRELSON, the head of the house, has been in the wholesale confectionery business for a great many years. He was a travelling salesman for other houses of the same sort before he started with this house. Mr. CRUMP, his partner, has had a similar experience. This house also has a membership in the CHAMBER OF COMMERCE.

CARTER & RYLAND, of 21 South Fifteenth street, are wholesale grocers and commission merchants, dealing also in iron and steel, in hay and feed, salt and other staples. They are agents also for DUPONT sporting and ATLAS blasting and railroad powders. They were originally in the commission business solely. The feed trade and the powder business they have lately begun to make a specialty.

They rank among the leading houses here in resources, stock carried and business. They sell everywhere in Richmond's field. They date

Major Carter's title is derived from service under the flag of the Confederacy during the late war. He was actively engaged in the fighting from Bethel at the beginning to Appomattox at the close.

This house, too, has membership in the CHAMBER OF COMMERCE, and also in other of the public bodies.

T. F. MINOR, wholesale grocer and provision dealer of 1309 Cary street, has been in that business here since 1871, and has been a resident



JOHN R. CARY, WHOLESALE GROCER.

from an establishment in 1850 by Wortham & Magruder. As at present constituted, the house, however, may be said to date from 1873. The principals in it are Major H. C. CARTER, who, for many years before he started on his own account was with Williams & Carrington, commission merchants here, and Mr. N. RYLAND, formerly with the T. C. Williams Co., tobacco manufacturers.

and a business man here since 1860. He makes a specialty of the flour trade, and is proprietor of the "Tip Top," "Queen of the West," "Lily White" and "Gold Dust" brands.

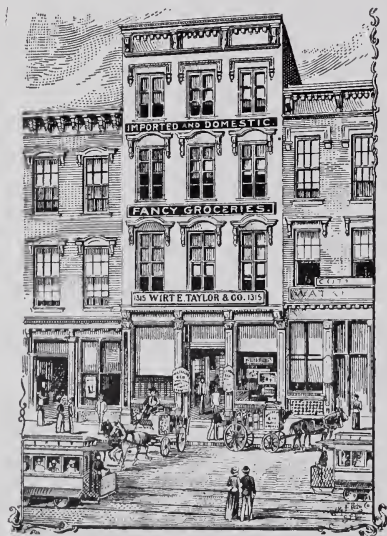
He occupies a three-story place, and carries a stock sufficient to fill orders of any magnitude. Besides a large business with the dealers of the city he has trade throughout Virginia and the Carolinas also.

WIRT E. TAYLOR & Co., jobbers of fancy groceries and manufacturing confectioners, at 1315 East Main street, occupy there a four-story place, the top floor of which is their factory. An engraving showing it is on this page. They have on hand usually a \$35,000 stock; and with four men on the road in the Virginias and the Carolinas, and as many selling the local trade, they do a business of \$250,000 or more a year. They have 21 employes altogether. Their output of stick candy and fancy candies is 2,000 pounds daily.

They make a specialty also of the sale of cigars and tobacco, and handle, for their trade largely besides, cakes, candies, fruits, crackers, oat-meal, barley, cracked wheat, capers, sardines, olives, etc.; Lea & Perrin's sauce, Cross & Blackwell's pickles, Coleman's mustard; Cox's, Chalmers' and Nelson's gelatines; Borden's condensed milk, canned goods, potted meats, fruit butters, and preserves.

This is, comparatively speaking, a new house here, but it is a very solid one. WIRT E. TAYLOR (late of Tribbett & Taylor), for fourteen years a retail grocer here, is its senior principal and managing partner. His associates are W. A. BRYSON, formerly of Boydton, Mecklenburg county, Va., and O. A. HAWKINS, who was with him in the firm of Tribbett & Taylor.

Mr. Taylor also owns the Marshall-street



WIRT E. TAYLOR & CO., GROCERS.

pharmacy, at Marshall and Fifth streets. Mr. Hawkins has been in the wholesale-grocery business here since 1877. Mr. Bryson was for-

merly in the grocery and confectionery business at Boydton. They have been together since January, 1891, and have met with marked success. They are members of the CHAMBER OF COMMERCE and also of the Wholesale Grocers' Association.

MERCHANDISE BROKERAGE AND COMMISSION.

ROBERT M. SMITH & Co. are general merchandise brokers and commission merchants at 18 South Thirteenth street, and are successors to



ROBERT M. SMITH & CO., BROKERS.

Charles S. Gates & Co., whose business was established in 1881. Mr. ROBERT M. SMITH was a partner in that concern up to 1880, when he purchased the business, and he has since conducted it under the firm name of Robert M. Smith & Co.

This firm's business is confined to the wholesale jobbing trade of Richmond and other jobbing points in Virginia. They represent large and prominent flouring mills in Ohio, Michigan, Indiana, Illinois and other States, and place with the jobbing trade during the year many thousand barrels of flour of all grades. They also handle large lines of provision and fish, and represent some of the most reputable packers and dealers in the United States, and besides these reliable manufacturers and importers in numerous other lines of merchandise.

Having a commodious three-story warehouse

and cellar, situated in the center of the wholesale section of the city, they have great facilities for carrying stocks of goods for their correspondents, from whom they are constantly receiving large consignments. By close application and personal attention to his business, Mr. Robert M. Smith has built up a successful and growing trade, has made many warm friends among the business men of the city, and always given the greatest satisfaction to his correspondents. It is his policy to represent none but first-class houses, to keep a close watch over their interests, and to place their goods only in the hands of reputable merchants. Manufacturers desiring to be represented in this market would do well to correspond with him.

The WILLIAM B. WEST COMPANY, of 9 South Fourteenth street, is a wholesale dealer in wooden ware, willow ware, cigars, tobacco and fancy groceries, and a manufacturer of brooms and tinware; is one of the largest houses, in fact, engaged in these lines in the South. It usually carries a stock of \$40,000 worth of goods. It has five men on the road in the trade territory of the city, has a grocery trade in all parts of the State, West Virginia and the Carolinas, and its ag-



WM. B. WEST COMPANY,
Fancy Groceries and Woodenware.

gregate business in the course of a year will approach \$350,000. It occupies a building 35 by 150 feet, and four stories, stocked throughout with as complete lines of goods as any Southern

house. In buildings near by it also manufactures stick candy for the grocery trade. It works up about 100 barrels of sugar a month in this department.



UNION BROKERAGE, COMMISSION AND WAREHOUSE CO.

This house is successor to the firm of West & Gibson, which was itself successor to C. P. Stokes. Stokes began business some twenty years ago, the William B. West Company at the commencement of 1892. Mr. WILLIAM B. WEST, president of the company, was one of firm of West & Gibson. He is buyer for the house and its general manager. Mr. H. F. VAUGHAN, secretary and treasurer, was, prior to the organization of it, book-keeper for the old firm.

This company also has a membership in the CHAMBER OF COMMERCE.

The UNION BROKERAGE, COMMISSION AND WAREHOUSE COMPANY is what its name implies, a chartered brokerage and warehouse concern, in which many of the leading merchants, those of the grocery trade especially, are interested. It has \$200,000 authorized capital, \$50,000 of which is paid up. It was established in 1890, and has quarters at 112 and 114 South Seventeenth street. It is managed by Mr. JOHN ADAM, an experienced man, formerly for some thirteen years a broker here on his own account. Under him are twelve or fifteen clerks and office men.

It has a city trade solely, but its business runs up into the millions. It receives consignments of goods from the large Northern and Western concerns, manufacturers especially, and supplies the local jobbers direct without further intervention of agencies or drummers. It is a saving to the seller, and to those who have membership in it affords the double advantage of

convenience and profit; for it is manifest that the commissions paid for brokerage come back again in the shape of dividends.

JUNIUS A. MORRIS, of Davenport & Morris, leading wholesale grocers of the city, is its president; L. C. YOUNGER, wholesale grocer, first vice-president; ADOLPHUS BLAIR, of A. Blair & Sons, wholesale grocers also, second vice-president; and CHARLES DAVENPORT, of Charles Davenport & Co., jobbing grocers likewise, secretary and treasurer.

The directors are E. A. Saunders, Jr., of E. A. Saunders & Sons, wholesale grocers; J. S. Moore, wholesale grocer and liquor dealer;

which meets the full requirements of the definition "live and energetic," as applied to brokerage concerns. For years they have been thoroughly identified with this trade, have commanded a big patronage and held a high position in their line of business.

They control the output of many very large milling concerns, and their sales of FLOUR are very extensive.

They are exclusive distributing agents for HUDNUT'S KILN DRIED HOMINY AND GRITS, which have a very large sale throughout the entire Southern trade territory of the city.

The prodigious and progressive house of the ARMOUR PACKING COMPANY of Kansas City has chosen them as its Virginia agents, and carries constantly with them large stocks of lard, canned meats and other products. The "WHITE LABEL" BRAND OF PURE LEAF LARD (Armour's) is now the leading lard in this section. It is, indeed, the perfection of lards, being always the same summer and winter, white and sweet, so that cooking becomes a pleasure instead of labor by use of this brand. Every package bears the manufacturer's guarantee of absolute purity.

They control that unique table delicacy, LUNCHEON BEEF, which is the acme of canned meats. It can be used hot or cold. It is now largely used by both the United States army and navy, and is generally becoming a necessity everywhere. And in this connection, every house-keeper should have one of the

LUNCHEON BEEF COOK-BOOKS they issue.

They are also the sole agents for the AMERICAN STARCH COMPANY, whose products are so thoroughly known for uniformity, excellence of strength and purity.

As the exclusive Southern selling agents for THE MILLER SALT COMPANY, of Warsaw, they are the largest distributors of salt in the South.

In addition they represent some of the largest houses in this country in grocers' heavy staples.

This company enjoys the entire confidence of



THE SAMUEL REGISTER COMPANY, BROKERS AND COMMISSION MERCHANTS.

E. G. Leigh, Jr., president of the Southern Manufacturing Company; John R. Cary, wholesale grocer; J. L. Antrim, of C. W. Antrim & Sons, wholesale grocers; H. P. Taylor, of the Taylor & Bolling Co., wholesale fancy grocers; and Messrs. Morris, Younger, Blair and Charles Davenport.

THE SAMUEL REGISTER COMPANY, of 1019 and 1021 East Cary street, corner Eleventh, and fronting also on Basin Bank, is a wholesale brokerage, commission and distributing house,

the trade here, and, in fact, throughout the South. They have large branch houses at Lynchburg and Norfolk, both provided with a competent and active corps of assistants. The general conduct of the business is under the constant supervision of the main house in this city.

They are widely and favorable known as a thoroughly reliable house, one whose transactions are entirely honorable and strictly just.

H. WALLERSTEIN & Co., commission dealers in produce, at 110 to 114 South Fifteenth street, make a specialty of the trade in green and dried

CHAMBER OF COMMERCE and one of its Committee on Commercial Usages, and who is a director of the Union Hide Company, of this city; and JOSEPH WALLERSTEIN, who is a director of the Perpetual Building and Loan Association, and treasurer of the Union Hide Company.

W. W. LEFEW, general merchandise broker and commission merchant, with office at 1326 East Cary street, and storage warehouse at 1202 of the same street, has been established in that line for the last seven years. He makes a specialty of the trade in flour, fish, and meats,



H. WALLERSTEIN & CO., COMMISSION MERCHANTS.

fruits, wool, grain, butter, eggs, and poultry. They carry sometimes a \$40,000 stock, received on consignment largely from the Western and Southern States, and are shippers to the larger markets of the country to the extent of \$250,000 a year. They have three men on the road selling for them, and are a leading house of their line here.

The partners in this house are H. WALLERSTEIN, who was until lately a director of the

and has been prominent as a dealer in these commodities ever since he began. He is a native of the city, and had clerked in this line before he began on his own account. He is a member of the CHAMBER OF COMMERCE. He is sales agent, and keeps stocks here for the National Starch Manufacturing Company, main offices New York; Fairbank Canning Company, Chicago; Mrs. M. W. Straight's celebrated "Picnic" cheese; and of other lines besides.

W. S. FORBES & Co., wholesale dealers in provisions, at Ninth and Byrd streets, have been established in that line here since 1884, and



W. S. FORBES,
Wholesale Provision Dealer.

have a very large trade in Virginia, the Carolinas and Georgia, amounting to perhaps 30,000,000 pounds aggregate, or nearly \$2,000,000 a year. They carry usually a \$50,000 stock, and do business for the most part through fifty brokers or more in their trade territory.

Mr. FORBES is a director of the Richmond Standard Spike and Iron Company, one of the largest iron works here; of the Virginia Safe Deposit Company; and the Lynchburg Pulp and Paper Company.

DUNFORD & CALLIGAN, merchandise brokers and manufacturers' agents, at 1107 East Cary street (F. B. DUNFORD and A. H. CALLIGAN also engaged in the tobacco and tobacconists' supplies business at the same place), do a handsome business as the representatives of some of largest Northern and Eastern concerns having trade in this market.

Mr. DUNFORD of the firm is manager of this branch of their business. His portrait accompanies this matter. He was formerly, for a while, with one of the largest dry goods houses of the city, and up to the time he formed this partnership with Mr. Calligan, was with the wholesale

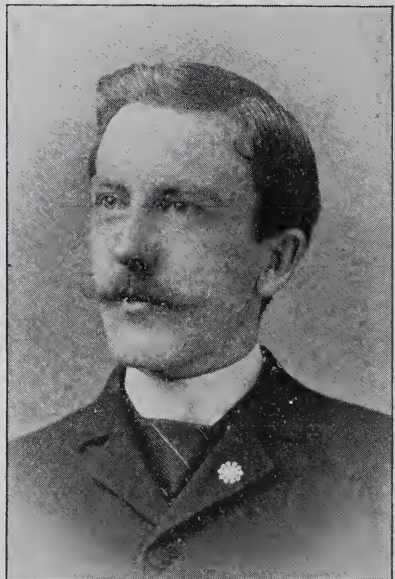
grocery house of T. F. Minor of this city. He is a native of Richmond, and well known among the merchants here, as likewise is Mr. Calligan.

A notice of their other affairs will be found on page 139.

GRAIN ; FEED ; PRODUCE COMMISSION.

SAVAGE, BEVERIDGE & Co., commission merchants and dealers in feed, grain and grass-seed, at 1215 East Cary street, are successors to N. R. Savage & Co., established in 1881. Mr. N. R. SAVAGE of that firm is the head of this one. He is, at present, president of the Richmond Grain and Cotton Exchange. He was confidential man for A. L. Ellett & Co., wholesale dry goods, here for years before he started in the commission business. Mr. BEVERIDGE was with Charles L. Todd, in his present line, before he formed a partnership with Mr. Savage. Mr. F. H. SAVAGE, a son of N. R. Savage, is also a member of the firm.

Mr. Savage, Sr., manages the finances of the house, and the other two partners supervise the sales and shipments. The house has, of course, membership in the Grain and Cotton Exchange



F. B. DUNFORD,
Of Dunford & Calligan, Manufacturers' Agents.

of the city, and also in the CHAMBER OF COMMERCE, and is recognized throughout Virginia and the Carolinas as one of the solid houses of

the city. Its specialties are grass-seed and flour. Its principal brands of flour are the "Chief," "Silver Creek," "Daylight" and "White Rose," which are favorites with the trade wherever they have been introduced and sold.

SUBLETT & CARY are commission merchants of Richmond, making a specialty of the trade in leaf tobacco, grain, forage, cotton, and flour. They own the place they occupy at 113 South Twelfth street, and operate, besides their commission business, a large warehouse, known as the OLD DOMINION, which they use exclusively for the storage of leaf consigned to them. This warehouse has 7,500 hogsheads' capacity. It is described more in detail in the chapter on tobacco, preceding this (page 124).

Sublett & Cary were the pioneers in the establishment of Chase City, Va., as a tobacco market. They own the "Banner Warehouse" there, and do a business at that point which contributes in no small measure to the present prosperity of the town.

As a firm they have been established since 1865, and they have acquired, in the course of the long period since, both wealth and standing. They have investments in many local enterprises, more especially in the real estate and developmental projects which have characterized the later growth of Richmond. They are largely interested in the North-Side Land Company and the Highland Park suburban improvements, both of which, as well as the \$85,000 iron viaduct which has been built to connect the two with the city, are noticed in this work (p. 63) under another heading.

In this upbuilding of Richmond, which is fast transforming its outskirts, this firm has extensively participated, and with profit, we may add, to themselves as well as the community. They are special partners also in the wholesale grocery house of John R. Cary, just described herein. They have, in short, large capital, resources and patronage; they are enterprising; and they are classed among the leading houses of their line here.

Mr. J. F. JACOB is their cashier, and Mr. B. LORRAINE is assistant cashier for them. The house has a firm membership in the CHAMBER OF COMMERCE.

FRAZER & TOMPKINS, commission merchants, handling tobacco, flour and forage at 108 South Twelfth street, have been about five years in partnership. Both, however, were in the business with other houses of the same line before that. They have built up for themselves a

handsome trade, one aggregating probably \$125,000 a year, and steadily increasing. They travel themselves, soliciting consignments of tobacco from the planters and of grain from farmers, and sell direct to the factories and flour mills of the city. They make liberal advances on consignments, and furnish grain sacks to order. They handle also considerable Western hay and grain. They also are members of the CHAMBER OF COMMERCE.

BAYLOR, GREEN & Co., 1015 Basin Bank, are Southern shippers of hay, grain, flour, meal, mill feed, etc., receiving largely from Chicago and from other Western markets, and shipping to points in the Western States, Virginia and the Carolinas. They occupy a large four-story place here, affording them ample storage facilities. They have a trade which has been established ten years—for five and a half years under the firm names of Baylor & Wheelright, and Baylor, Wheelright & Co., and for the past five years as Baylor, Green & Co.

During these ten years the house has built up a reputation as one giving prompt attention to orders and handling the best goods at lowest prices. In its specialty, seed oats, wheat and rye, it is a leader here. Mr. B. C. BAYLOR of this firm was in the business in Petersburg before he came here. He is buyer for the house. Mr. GREEN was a travelling man for Baylor, Wheelright & Co. He is office and business man of the house.

RUEBERN T. JENNINGS, Jr., feed dealer, etc., of 324 Brook avenue, is a native of the city, and has lived here all his life. He was formerly a clerk in the grocery trade. When he started on his own account, about four years ago, he began in a very small way. He has built up, however, a first-class trade. He is a dealer in flour, grain, corn, hay and feed. He trades largely with the country people of the environs of the city, and supplies stables, teamsters, etc., both in and out of town. He is a man of excellent reputation, and he numbers among his trade the best elements of the city consuming the staples in which he deals.

MINOR & PLUNKETT, wholesale dealers in produce and commission merchants, of 23 South Thirteenth street, are young men formerly engaged in the grocery business in the West End of the city, but established in this line about two years. They are experienced and responsible. They make a specialty of the trade in domestic fruits and vegetables, and especially Florida

fruits. They are shippers to all points in Richmond's trade territory, and are in receipt of consignments from all parts of the South, and also from the North.

WILLIAM JENKINS & SON, commission merchants and wholesale dealers in foreign and domestic fruits, at 1440 East Main street, (WILLIAM JENKINS, Sr. and WILLIAM JENKINS, Jr.), have a large trade with the jobbing houses and retail dealers of the city. They make a specialty of bananas, and are receivers of large quantities of them from Central America and Jamaica chiefly, and shippers of them throughout the trade territory of the city.

This business was founded in 1850 by Mr. Jenkins, Sr. His son was engaged with him for many years before he obtained his interest in 1884. Mr. Jenkins, Sr., is a native of Wales, but he has lived here for forty-three years. He came to this city first to take a position as superintendent of a steel works here, and abandoned that for his present line. At the time of the war, as the only man competent for the work, he was ordered into service for the manufacture of arms—small arms chiefly; and so, while he was not in the field, his part in the conflict was highly important.

This house refers new customers to the Planters National Bank as to its standing and responsibility.

J. T. MONTGOMERY, wholesale dealer in fish, fruits and produce, at 1509 East Franklin street and No. 15 Fifteenth street, is a planter and shipper of the celebrated York-River oysters, and is an extensive dealer in fruits also from the West Indies and the Mediterranean. He has about 40 hands employed here, and more on his oyster plantations on James and York rivers. He is a shipper to all parts of Virginia, West Virginia, Kentucky, and Ohio.

Mr. Montgomery is a native of York county, Va., but has been a resident here for twenty-two years. He was a mariner before he went into his present line of business, and had seen the greater part of the world while on the sea. He has been successful here, and, besides being interested in shipping, is the owner of considerable real estate. His sons, JOHN S. and JOSEPH STEPHEN, assist him in the management of the business.

WHOLESALE LIQUORS.

ELLISON & HARVEY, wholesale dealers in wines and liquors, making a specialty of fine Virginia rye whiskey, at the corner of Cary and Thir-

teenth, are established also in New York city, to facilitate their trade with Northern customers, at 704 Broadway. They carry the largest stock of fine liquors of any house in the business here, and they are the foremost house, beyond dispute, in their line. They have ordinarily in stock here, not to speak of what they carry in bond, \$25,000 worth of goods; and, with three men on the road and the reputation acquired during twenty years' establishment, their sales easily aggregate \$200,000 a year.

Ellison & Harvey's brands of old rye are famous throughout the Carolinas, Virginia, Georgia and Alabama, and are known and appreciated likewise in New York, the following especially: "Dictator" (ten years old), "Durham," "Olive Branch," "Old Virginia Reserve," "Old Shenandoah Valley," and Virginia Club," the last easily identified by its stamp, with the motto of the Old Dominion, "*Sic Semper Tyrannis*," upon it.

They have a firm membership in the CHAMBER OF COMMERCE of Richmond, and are participants in all the movements instituted by it to further the business interests in the city and its vicinity.

FRANK MILLER, wholesale and retail dealer in liquors and cigars, at 13 North Fourteenth street, under the Exchange Hotel, has been established there since 1873. He makes a specialty of Rhine wines and fine imported liquors and Maryland and Pennsylvania whiskeys. He carries usually a \$25,000 stock, and sells in this city and State and in North Carolina about \$60,000 worth a year. He has very large and fine storage cellars.

He is a native of Germany, but has been in business in this city for thirty years. He is a man of property and is an owner of bank stock. He is a director of the West End Building and Loan Association, No. 2, and also of the Virginia Building and Loan Association.

THE RETAIL GROCERS.

S. ULLMAN'S SON, dealer in groceries, wines and liquors, at 1820 and 1822 Main street, is the name and style under which Mr. H. S. WALLERSTEIN, successor to Ullman's Son, has continued the business. This is a house doing business entirely on the cash basis, both in the city and in its field of Virginia and the Carolinas. Instead of travelling men it has a price-list, which it sends out regularly. Its specialty is the trade in fine teas and coffees, and also the "SILVER KING" FLOUR made by the Minneapolis mills,

Minn. Mr. Wallerstein is a native of this city, and has been in the business here for very many years. He bought out Ullman's Son here about two years ago. He is a member of the CHAMBER OF COMMERCE.

R. L. CHRISTIAN & Co., of 814 East Main street, are leading dealers here in fancy groceries, wines and liquors, making an exclusive specialty of high class goods. They handle, in fact, no inferior stock whatever; and they have reputation throughout all this part of the country on that account. They have customers all over the United States.

They have, besides their sales department, a

diately after the restoration of peace. He directs the sales of the house and does the buying mainly for it. The junior member of the firm, Mr. J. A. CHRISTIAN, is his cousin. He manages the finances and office business of the house. He has been in the business ever since he left school, some ten years ago. This house has a membership also in the CHAMBER OF COMMERCE.

COX & HARRISON, grocers, of St. Alban's Hall, Third and Main streets, deserves special mention as a firm of comparatively young but thoroughly well qualified persons in this line of trade. They are well known here as formerly, both of them, with the house of R. L. Christian & Co. They



COX & HARRISON, GROCERS.

wine cellar, and a storage cellar for meats and fish on Fifteenth street. They have, altogether (wholesale and retail), a business of perhaps \$125,000 a year. Many of the jobbing houses here are their customers. They have the bulk of the local trade in fine goods.

They are successors to Christian & White, who had for predecessors Carter & Christian, established in 1866. Mr. R. L. CHRISTIAN, head of the house, has been a resident here since 1848. He was in the dry goods business here before the war, and entered upon his present line imme-

diately after the restoration of peace. He directs the sales of the house and does the buying mainly for it. The junior member of the firm, Mr. J. A. CHRISTIAN, is his cousin. He manages the finances and office business of the house. He has been in the business ever since he left school, some ten years ago. This house has a membership also in the CHAMBER OF COMMERCE.

They have laid in a very choice stock, embracing everything known to the trade except liquors; these they will not handle. They will make a specialty of fine goods for the people of the fashionable West End.

They have, in brief, one of the best stands and finest trades in town. The cut accompanying this matter is a representation of the exterior of their establishment.

HERMANN SCHMIDT'S "European store" occupies two places here, one at Fifth and Broad street, Nos. 500 and 502, and the other at 832 East Main street. Mr. Schmidt has been in the grocery business here since 1865. He makes a speciality of foreign delicacies, wines and liquors, and imported goods of the finest grades. He does business chiefly in the city and State, to the aggregate of perhaps \$75,000 a year. He employs 20 persons, and runs seven delivery wagons. He has the largest wine and liquor trade of any retail house here.

He has been very successful in the business, and he owns considerable real estate here. He is the proprietor of the TRANSPARENT ICE WORKS on Canal and Adams streets (page 184), and is also president of the Virginia Building and Loan Association, and a member of the CHAMBER OF COMMERCE.

JOHN M. HIGGINS, wholesale grocer and liquor dealer of 1610 East Franklin street, has a great reputation for the quality of the goods he handles, more especially for his fine line of domestic and imported liquors. He has been a resident here since 1860, and for a long time has been a conspicuous figure in the political life of the city.

He has been a member of the City Council for eighteen consecutive years, and has been chairman of its Committee on Lights and other subjects. He was the moving spirit, as councilman, in the laying out of Church Hill avenue and in the walling of Shockoe creek.

He is president also of the Catholic Beneficial Society of Richmond, member of the St. Vincent De Paul Society, of McGill's Catholic Union, and also of the Irish Catholic Benevolent Union of the United States. He is, in short, a man of influence in civic matters, and is highly regarded both as a merchant and man. He is of Irish birth, but has been so long a resident here as to be thoroughly identified in spirit and sentiment with every interest of the community.

L. T. ROBERTSON, dealer in teas, coffees, sugars, and spices, under the name of the CANTON TEA COMPANY, at 600 East Broad street, is successor to Jones, established fifteen years ago. He has been in the grocery trade here for many years in other connections. He supplies a large family trade here. He makes a speciality of fine goods, "new-crop" teas, coffee roasted daily, and sugar at cost. He buys in large quantities himself in New York. He does a cash trade entirely.

PRIDDY BROTHERS, dealers in fine imported staple and fancy groceries at 717 East Broad street, carry a very complete stock, and are generally conceded in the trade a first-class house. They handle pretty nearly everything except liquors (which they do not deal in at all), and make a speciality of the fashionable trade of the West End of the city.

The Priddy Brothers are natives of the adjoining county of Hanover, but have been resident here for many years. Both were in the trade with other houses before they started on their own account.

THE GREAT ATLANTIC AND PACIFIC TEA COMPANY has, during the last twenty-two years, established branches all over the Union, from Maine to Florida, and from Delaware to California. Its headquarters are at 35 and 37 Vesey street, New York. From this main house its importations of teas and coffees are distributed through 225 branch establishments all over the country. Handling goods as it does by the cargo and supplying these branches directly, it has no middle man's commission to pay, and this is the main reason these branch stores can sell at such low rates.

The Richmond branches are at 527 East Broad street, 1559 East Main street and 821 West Main street. They were established in 1878. Mr. JAMES C. BOWMAN, the present manager here, has been identified with the company for many years both in this city and New York and New Jersey.

The company deals especially in tea, coffee, baking powder and sugar, keeping on hand, incidently, chocolate, condensed milk and cocoa for the accommodation of customers. House-keepers can obtain sugar from it, in the present conditions of things, at actual cost.

With every twenty-five cents' worth of tea, coffee or baking powder purchased at these branches, tickets are given, which can be exchanged by the purchaser for articles of china, glass or table-ware, both useful and ornamental.

GEORGE W. GLASS, dealer in fine groceries, fruits, vegetables, butter, eggs and poultry, at 1608 East Franklin street, has had experience of several years in his business, and is qualified thereby to select goods that will give full satisfaction to his customers. Everything in the vegetable line can be had of him, fresh and tender, in its season. He makes a speciality of choice grades of flour, warranted to please the

most fastidious bread-maker, and of fruits and poultry, which he handles in such large quantities that he is enabled to offer them at but a moderate advance on cost. He supplies many hotels and boarding houses of the city as well as families, and he delivers goods purchased of him, not only free, but promptly.

With his experience, facilities and resources, he flatters himself that he knows how to suit patrons. Grateful for the generous support bestowed upon him by the Richmond public, he declares, in a circular addressed the good people of the city, that his motto is "I strive to please"; and, being something of a poetaster, he expresses himself in rhyme as follows:

Be sure when you're buying to give me a call,
For I always endeavor to satisfy all;
Buying of me, your money you save,
Compensation in full you certainly have.

D. L. GRAHAM, grocer and liquor dealer, of 416 West Broad street, was formerly with Allen & Ginter here, and afterwards was a travelling man for the International Cigarette Machine



D. L. GRAHAM, GROCER.

Company, of Roanoke, Va. He has but lately established himself; but he is a young man of energy, business qualifications and experience, and is doing exceedingly well.



GEORGE W. GLASS, the Union Market Grocer.

DRY GOODS HOUSES.

M. MILLHISER & Co., wholesale dealers in dry goods and notions, at 1412 East Cary street, occupy there a place of larger dimensions than any house of the kind in the Southern country. They do, probably, the largest business in their line here, and have few real competitors in their field, the States of Virginia and West Virginia, and the two Carolinas and Tennessee. In this field they have ten travelling men. Their sales in it aggregate \$1,000,000 a year; to make which a \$300,000 stock is usually kept on hand, one of great variety, and especially suited to the necessities and taste of the people of this section.

This house was established nearly fifty years ago as a retail house by M. MILLHISER, its head to-day. He still gives its affairs, especially its finances, attention, although he has other large interests and investments also. It was converted into a jobbing house soon after the war.

Mr. S. HIRSH has been a partner in it since 1871, and Mr. Millhiser's Sons, G. and E. MILLHISER, since 1869 and 1882, respectively. Mr. Hirsh is office man of the house, with special management of the notions departments. Mr. G. Millhiser gives his attention to outside concerns with which the house has more or less intimate relations, like the WEISIGER CLOTHING COMPANY, of which he is treasurer, the RICHMOND CEDAR WORKS, of which he is president, the house of L. C. YOUNGER, wholesale groceries, and the MILLHISER MANUFACTURING COMPANY, which has 300 hands employed in the manufacture of boys' shirts, overalls, etc. Mr. E. Millhiser is buyer of dry goods for his firm. Mr. M. Millhiser is director of the City Bank of Rich-

mond, and of the West End Land Company. He is in other large projects here also. Mr. Hirsh was one of the original promoters, was the first president, and is still a director of the Perpetual Building and Loan Association of this city, a very successful organization; and Mr. G. Millhiser has been a director of the CHAMBER OF COMMERCE, and a member of its Committee on Insurance.

DREWRY, HUGHES & Co., wholesale dealers in dry goods and notions, at 8 to 12 South Twelfth street, is a firm name significant in its line, throughout the field of Richmond, of something considerably above mediocrity; it is a name, in fact, which reflects its prestige upon the trade center with which it has been identified for more than fifty years—that is to say, the house has been established that long, and been an important one here all the while. Longer, indeed, for it was founded in 1840, which makes it fifty-two years old—more than the average span of humanity itself. It was originally the house of Landon, Willingham & Drewry, the Drewry of which was a brother of the head of the house to-day, Major CLAY DREWRY, who entered the firm in 1856. His associates in the business are Mr. S. B. HUGHES and Mr. JOHN C. FREEMAN, gentlemen also of long and ripe experience in the trade.

Major Drewry began in this business as a boy, and has been in it ever since, excepting during the war, in which, by hard service under the Stars and Bars, he earned the title by courtesy still accorded him. He has been successful in the business, and has acquired by it some other interests, among them stock in the Security Savings Bank, of which he is a director; and in the Home Building Association, in which he holds a similar rank. Mr. Hughes also came here a boy, and was with several of the larger dry-goods houses of the city before he joined this one. Mr. Freeman was book-keeper for years before he became a partner in it.

Major Drewry is general buyer for the house; Mr. Hughes superintends the sales and looks after the many outside concerns of so large an establishment; Mr. Freeman is the office and credits-man.

To sum up in a word, this is one of the foremost dry-goods houses of the South. It usually has on hand a stock valued at \$125,000 to \$150,000; it has eight men on the road, and 20 salesmen altogether; its annual business is something like \$600,000. It has reputation as a house displaying an especial variety of samples

and doing business in straightforward and metropolitan fashion.

It has, of course, a membership in the CHAMBER. Major Drewry is a member of one of the most important committees of that body, its Committee on Arbitration. His selection for a position of that kind is an indication of the confidence reposed at once in his judgment and integrity. In that regard, it is an honor that the house shares with him as its head.

GEORGE D. THAXTON & Co., wholesale dealers in dry goods and notions, at 14 South Fourteenth street, maintain eight men on the road in the two Virginias, the Carolinas, Georgia and Tennessee, and do a business that will compare favorably with that done by any of their competitors in this field. Their specialties are Virginia woolens, black and fancy cassimeres, cottonades of all grades, Kentucky jeans, underwear and gents' furnishings, white goods, linens, ladies' dress goods, hosiery, gloves, ribbons, laces, embroideries, etc.; and they do a particularly big business in piece goods. They carry a stock as complete and varied as any here of the kind.

They are successors to Blair & Thaxton, established in 1869, of which firm Mr. Thaxton was one. He has been in business here for thirty-six years, always in this same line. His partner, Mr. J. O. MARTIN, has held an interest in the house since 1890. He was a merchant of Chesterfield county before that.

This house is a member of the CHAMBER OF COMMERCE, and as such a participant in all the movements instituted by that body for the furtherance of the business of Richmond and the development of its field in trade.

FOURQUEAN, PRICE & Co., dealing in dry goods at the corner Fourth and Broad streets, a staunch and progressive firm, has just moved into its new, spacious and elegant four-story and basement building, built especially for the expanding business of the house, a modern palace of trade, fronting 53 feet on Broad street, and of ample depth for its purpose; an imposing edifice truly, unequalled by that of any dry-goods house of the city, and with an interior no less attractive than its exterior. Within it, on every hand, is displayed in the richest profusion the choicest, latest and most beautiful novelties this trade affords.

This firm's history traces back to a fountain head and source in the establishment made by the old firm of Messrs. Thomas R. Price & Co.

long years ago, which, in its day, as this one is now, was as thoroughly representative of the dry-goods trade as an establishment could well be. Mr. JOSEPH M. FOURQUREAN, senior member, was connected with Messrs. Thomas R. Price & Co. before the war, and on his return, after four years of active army life, formed, with others, the partnership of Cardozo, Fourqurean & Co. In due course of events that firm passed through the several changes that eventuated in the present concern. It was organized in 1885.

While Fourqurean, Price & Co. have the

organized and equipped for handling and continuing the growing business it deservedly enjoys.

WOODWARD & LOTHROP, dealers in dry goods and notions, at the corner of Broad and Adams streets, occupy there the ground floor of the Masonic Temple, one of the finest buildings in Richmond. They are in a new building, and their establishment is appointed in the latest fashion, with all the modern conveniences of their trade, including ladies' reception room, "Lamson cash railway," electric lights, etc. Their place is 74 by 120 feet, fitted up handsomely, with cherry



FOURQUREAN, PRICE & CO.'S DRY-GOODS ESTABLISHMENT.
Fourth and Broad Streets.

trade of the fashionable and elite of the city, and their large mail-order department records regularly patrons as far South and Southwest as Texas, their place is the resort also for all classes of buyers; the poor and those in moderate circumstances are made to feel as much at home as the wealthy. The house has a well-established reputation for carrying only the finest goods manufactured in this and foreign markets. The business is conducted on the department system, and is thoroughly

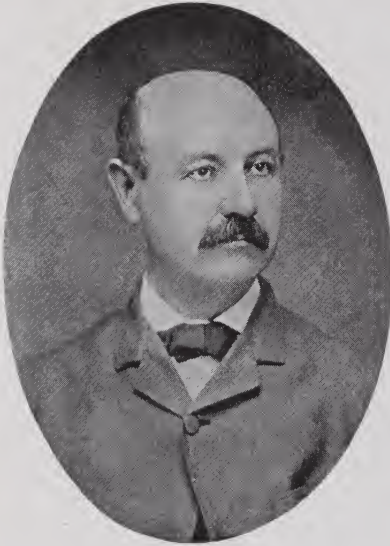
finish, lighted from three sides, and certainly as attractive a store of the kind as there is in Richmond, or, for that matter, in the South.

Messrs. Woodward & Lothrop, proprietors of this establishment, are well-known dry-goods dealers in Washington. They opened this place here last year as branch of their other business there. They have employed in the parent house over 700 people, and are proprietors of the largest house of the kind South of New York. They have here 100 employees. They carry a

\$150,000 stock, and from present appearances are doing a business in the city and its vicinity considerably over \$250,000 in sales a year.

The management of this house is in the hands of J. H. OLCOTT, business manager, and F. E. WOODWARD, superintendent, both experienced men.

ISAAC SYCLE & Co. are proprietors of the large department house at 303 East Broad street. This house does both a wholesale and retail business in dry goods, fancy goods, carpets, mattresses, baby carriages, etc. It has thirty-five departments, and carries a \$60,000 stock. It has 25 hands employed, and trade in the Virginias, Carolinas and Georgia to the extent of \$100,000 a year. Its retail depart-



ISAAC SYCLE,
Of Isaac Sytle & Co., Dry Goods.

ments have a large local patronage. Its business was established about thirty years ago by Isaac Sytle. The "Co." of the firm is Mr. MEYER SYCLE, son of Isaac Sytle, formerly senior member, and he is general manager of the business.

The "TOWER" is the name JULIUS SYCLE & SON, dealers in dry goods, fancy goods and notions, at Second and Broad streets, have given their place. They carry a \$50,000 stock, have 40 hands employed, and do a business in this city and vicinity of \$125,000 to \$150,000 a year. The place they occupy was built expressly for them but a short time ago. It is of modern

construction, of four floors, and is divided into departments, after the metropolitan manner prevailing in the larger concerns of this kind in the great cities. Its departments are as follows: Dress goods, silks, trimmings, hosiery, laces, handkerchiefs, cassimeres, cloaks, carpets, matings, trunks and lace curtains.

This house was established forty years ago by the father of the present proprietors, JULIUS and SAMUEL SYCLE. They themselves were raised to the business under their father. They are members of the CHAMBER OF COMMERCE.

BURNETT LEWIS, dealer in dry goods, notions, and boots and shoes, at 117 East Broad and 1537 East Main street, has been established in that line on his own account since 1885. He began in the business as a boy, and has been in it ever since. He was with H. Asher first, as clerk, and on January 1, 1876, acquired an interest, and finally succeeded his early employer.

Under his management trade has steadily increased, and now he has one of the leading houses here. He carries an exceptionally large and varied stock, and numbers the best people of the city and country adjacent among his customers.

He buys his goods in New York and other primary markets, and sells on the lowest margins consistent with profit. He has the agency here of the OLD STATEN ISLAND DYEING ESTABLISHMENT, one of the largest and best concerns of the kind in the land. He was born here, has spent his life here, and is held in the highest regard both as a man and merchant.

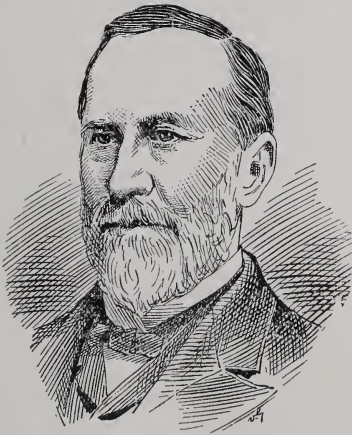
Mrs. L. B. MORRIS, milliner, of 521 East Broad street, makes that line an exclusive specialty, and has trade in all the South Atlantic States. Her establishment has been notable for so many years as to fairly entitle it to characterization as historic. It was begun by Mrs. Barton, and from her was known as the "Barton House" before the war. Mrs. Morris was with Miss McLemore, its proprietress during and after the war, and succeeded to the business herself twenty-two years ago.

She employs from 20 to 30 skilled modistes, and turns out work but little if any inferior to the Paris modes as fast as they appear. She visits New York regularly to make purchases and study the styles. Her place is a handsomely-fitted up three-story building in the midst of the business quarter. Her mail-order department is thoroughly systematized, and has her personal supervision.

KAUFMANN & Co., importers of millinery and fancy goods, at the corner of Fourth and Broad streets, occupy the establishment shown in the engraving accompanying this matter, the handsome modern four-story-and-basement structure, which is one of the most impressive on Broad, the main retail street of the city. It is a leading concern here of its line. It is a first-class establishment, dealing directly for its purchases with the manufacturers of this country and Europe, carrying a very large stock, employing sixty hands and having five men on the road in the South between the Potomac and the Gulf and the Atlantic and the Mississippi. It does a large retail business, but the bulk of its trade is jobbing. It maintains a New York office for purchasing purposes at 34 West Third street, in that city. Mr. IKE KAUFMANN manages there; Mr. I. H. KAUFMANN, here. He is president of the J. B. Welsh Furniture Company, of this city. The house also has membership in the CHAMBER OF COMMERCE.

CLOTHING AND FURNISHING GOODS.

THE WEISIGER CLOTHING COMPANY, 3 Governor street, is the name of a house which has recognition as that of the oldest clothing house of the city or State, and as one of the oldest—that is to say, one of the longest-established—of any sort in Richmond. It was established forty-five years ago by the late O. F. Weisiger, father of its present head, and was known as



THE LATE O. F. WEISIGER,
Founder of the House of the Weisiger Clothing Co.

the house of Word & Weisiger until some time toward the close of the war. The partnership was reorganized in 1865, when peace was re-

stored, and the house was thereafter known until its founder's death, February 13, 1886, as Weisiger & Co. Weisiger & Tiffany succeeded



KAUFMANN & CO.,
Millinery and Fancy Goods, Broad Street.

that firm, and the Weisiger Clothing Company in turn succeeded them about five years ago.

Mr. W. H. WEISIGER, president of the company, was senior member of the firm of Weisiger & Tiffany. He is a very enterprising and influential man here, actively concerned in all matters likely to advance the city's interests. The secretary and treasurer of the company is GUSTAVUS MILLHISER, of M. Millhiser & Co., wholesale dry-goods dealers here. The directors are Messrs. Weisiger and G. Millhiser, Clarence and E. Millhiser, and Sampson Hirsch, also of M. Millhiser & Co.

The Weisiger Clothing Company does a wholesale business exclusively. It is considered the largest as well as oldest clothing house in the State, and one of the most substantial in the South. The principals in it are all men of wealth and important business interests. It takes for field Virginia and West Virginia, the Carolinas, Georgia and Tennessee, and it maintains eight travelling men in that territory.

A. SAKS & Co, wholesale and retail dealers in clothing, hats, furnishings and shoes, trunks and valises, at 1017 and 1019 Main street, do the principal retail business of that kind in Richmond. They have the largest and finest stock, the handsomest store and the best patronage of any house here. They have trade throughout all the South as well as in the city, and the number of their employees, some 40 or 50 at present, is an indication of the breadth of their business.

Mr. Saks, proprietor of the business (the "Co." of the firm name having nominal significance merely), has this advantage in securing his goods: He has connection with the house

The management of affairs here he entrusts to Mr. J. Gans, a man of long experience, not merely in the trade, but in this very house, as assistant to his brother while he was manager, from its foundation up to 1889. Mr. Saks, however, frequently visits the city to give his business that oversight which every business requires. He is, therefore, well known, and is, we may add, as well esteemed here.



A. K. & C. E. SCHAAPE'S PLACE, Broad Street.

of Hammerslough, Saks & Co., of New York, one of the largest concerns manufacturing clothing in the country.

BURKE'S CLOTHING HOUSE, situated at 916 East Main street, and occupying an entire building to itself on that principal thoroughfare, is a branch of one of Baltimore's oldest and best clothing manufacturing houses—a house established in that city in 1843, which has been engaged since in the production of fine clothing for sale exclusively through its retail branches in the South. Its product, in fact, is never jobbed.

These products are of a material, finish, cut and style far above ordinary ready-made clothing.

The Richmond branch was opened in the spring of 1891. It is very centrally located, and is an example of a thoroughly-lighted, fully-equipped and well-managed clothing house. Under the intelligent management of Mr. ROTHSCHILD, formerly connected with the prosperous establishment of the same name at Norfolk, it has been a grand success. Its straightforward methods have won the popular confidence; it has made wonderful progress, and is an illustration of what "push," as the business phrase is, will do.

A. K. & C. E. SCHAAPE, dealers in men's furnishings, bicycles, sporting goods, etc., at 519 East Broad street (the building shown in the engraving accompanying this matter), have a handsomely-appointed three-story place, pervaded throughout by an air of prosperity which is striking and unmistakable. In it they carry an especially complete stock, with particular attention on the ground floor to gents' furnishings and fine hats, such as the better class of trade demands, as well as sporting goods and bicycles and cyclists' wares and goods of all the leading makes. They

handle bicycles on a large scale, and have two floors set apart for their sale and display.

They are brothers, and are successors to their father, who was established in the business they follow here so long ago as 1853. They have been in the business on their own account for about twelve years. They usually carry a \$25,000 stock, and they sell in the United States and Canada about \$50,000 worth of goods a year. They were the pioneers in the bicycle business here, which line has had their attention for the past twelve years, and in that time they have seen what was at first merely a toy or a novelty grow into use as a convenience and necessity of life. They have developed, by assiduous attention to this particular business, a trade which makes them the leaders of that line south of Washington, D. C., and the patience with which they have labored to achieve this result has had its full reward.

They are proprietors also of some valuable rights that have a large sale, among others of the "Staythere" nipple-grip and "Östergrens' trousers' guard"—two inventions that are in great demand all over the country, and that are manufactured in large quantities by them. In conjunction with their bicycle department they run a thoroughly-equipped machine shop, the reputation of which for thorough work brings them the most difficult repair jobs from all over the South.

STOKES & DUNN (R. B. STOKES and WILLIAM H. DUNN), merchant tailors, of 211 Broad street, have a place also at 1324 Broadway, Brooklyn, N. Y. They commenced at the latter place in 1876, and started a joint business in Richmond in the spring of 1879. They make a specialty of the finest work done in their line, using the best fabrics that can be obtained from domestic mills, but make up chiefly fine imported cloths and worsteds. They employ a large force of hands, and have succeeded in establishing a very prosperous business.

Outside their city patronage they have an extensive mail-order department, which fills the orders of customers throughout Virginia and most of the Southern States.

Mr. Dunn has charge of the business here. Mr. Stokes in Brooklyn.

SALOMONSKY & Co., merchant tailors, of 16 North Ninth street, have customers all over the United States, chiefly, however, in Richmond and Virginia. They have a high reputation for the quality of their work. They have been prominent in their line for years. Mr. Salomonsky began in the business here in 1865. Mr. Meyer, his nephew, is associated with him. The former directs the finances of the business, the latter the managing and cutting. They handle only fine goods and do first-class work.



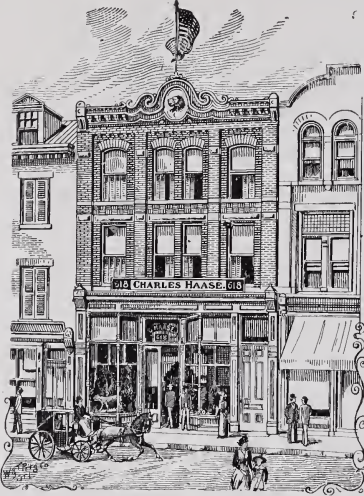
STOKES & DUNN'S TAILORING ESTABLISHMENT, Broad Street.

H. JACOB, dealer in clothing and gents' furnishings at 1447 East Main street, has been a resident here for the last forty years. He participated in the war as one of Stonewall Jackson's brigade, and served three and a half years altogether. When the war was over he resumed in the same business he had before it—viz., his present line. He carries a large and diversified stock. He has a big patronage among the

country people of the State, and besides that has many city customers. He is a man of substantial resources, and is proud of the city with whose growth and development he has been identified as a business man so long.

HATS, FURS, BOOTS AND SHOES.

STOKES & SIMMONS, jobbers of hats, caps and furs at 7 South Fourteenth street, have nine men



CHARLES HAASE,
Broad Street Furrier.

on the road, who, with a stock of \$25,000 worth of goods, regularly replenished, to draw upon, make an aggregate of sales that will compare favorably with those of any competitor doing business in the same field. These salesmen traverse, in the interest of the house, the Virginias and Carolinas, Kentucky and Tennessee, Georgia and Florida; that is to say, they cover more than the ordinary trade tributaries of the city.

Stokes & Simmons have been established seven years. Both the partners had long prior experience of the business, however, before they began in it in partnership. They make a specialty of ladies' trimmed hats and straw goods, and have reputation in the trade for the variety they handle, for enterprise and liberality.

Mr. T. STOKES, senior member of this firm, is president of the Richmond Bureau of Credits. He manages the finances of the house. Mr. W. D. SIMMONS, his partner, is the buyer for it, looks after the sales and attends to all outside matters.

This firm also has membership in the CHAMBER OF COMMERCE.

CHARLES HAASE, manufacturer of fancy furs and dealer in all kind of skins, at 618 East Broad street, has been established since 1857. He announces himself as better prepared in his new quarters (those shown in the accompanying cut) than ever before to supply the public with all kinds of fancy fur goods, and robes of every description. Otter, beaver, seal, astrachan, lynx, mink and other trimmings; seal, plush and astrachan garments, made to order, are his specialty. Repairing is neatly done and satisfaction guaranteed.

The WINGO, ELLETT & CRUMP SHOE COMPANY, of 1308 Main street, is a jobbing house originally established as a partnership in 1870, and chartered as a corporation in 1891, with \$150,000 capital stock. It has ten men on the road, selling everywhere that Richmond has trade, and its aggregate business is something like \$500,000 a year.

It has an experienced management. C. E. WINGO, who is a director also in the Citizens Bank, and a man of experience in the financial concerns of various local enterprises, is its president and general manager; J. D. CRUMP, president of the Alderson Brown-Stone Company, and an active man in other local business projects, is its secretary and treasurer. The direc-



WINGO, ELLETT & CRUMP SHOE HOUSE.

tors, besides these, are JOHN S. ELLETT, president of the State Bank of Richmond; JOHN R. CARY, wholesale grocer; and A. W. HANKINS,

who is general travelling man for the firm. These are names, all of them, accorded recognition in the business community here as those of enterprising, clever and successful business men. Mr. Wingo's portrait is on page 214.

Mr. Crump, of this company, is chairman of the CHAMBER OF COMMERCE Committee on Advertising. He brings to that position a ripe judgment and progressive spirit. The house, of course, has membership in that body.

JACOB MAY & SON, leading boot and shoe dealers, 607 East Broad street, make a specialty of shoes and slippers for ladies' wear and have the fashionable trade of the city in this line. They occupy a place of two floors, and have a country as well as a city trade to the extent of about \$50,000 total a year. Their country trade is largely done by means of their catalogue issued regularly whenever the season changes.

The principals in the firm are Mr. JACOB MAY, for forty years a resident here, and his son, Mr. MOSES MAY, the latter raised to the business under his father and admitted to partnership with him five years ago. He is of decided musical ability. He sings in the choir of the Jewish Synagogue here. His tastes in this direction, however, have not drawn him from business. The mail-order department of this house is especially under his charge.

This house is one of the best advertisers in the city; hence, in large measure, its success.

J. R. GOODE & SON, dealing in boots and shoes, at 1501 East Main street, have a handsome business built up entirely in the last seven years, and embracing the patronage of the first people of this city and its vicinity, for whom they carry a selected stock of the finest makes produced in the best factories. They do a business of about \$35,000 a year. Mr. J. R. GOODE has been in the trade all his life. His son, Mr. R. N. GOODE, a young man of business ability, has been associated with him since he started his present establishment. Mr. Goode, Sr., is a man of property, and is of a family which is classed with the oldest and best in this part of the country.

They make a specialty of ladies' and gentlemen's \$3.50 shoes for tender feet.

HERMAN C. BOSCHEN is the name under which Mrs. LOUISE BOSCHEN and R. CAUTHORN continue the business established in 1853 by John H. Boschén (father of the late Herman C. Boschén, deceased, whose widow Mrs. Boschén is), at 507 Broad street. They carry a \$20,000 stock, and

do a handsome business there in fine boots and shoes, and in trunks and satchels, with custom work a specialty; and the house is very generally regarded one of the best in its line here. Mr. Cauthorn's is a half interest, and the general management of the business is in his hands.

J. R. TEASDALE, dealer in boots and shoes, of 1515 East Main street, has been a business man here for the last fifteen years. He was formerly in the dry-goods and clothing trade. He is prominent as an Odd Fellow and in social circles here. He has been in his present line since 1885, and has made a success of it. He has his share of the fashionable trade of the city. His specialty is the "Perfection Adjustable" shoe, made by the Consolidated Shoe Company, of Lynn, Mass.

M. LEVY, dealer in boots and shoes and trunks, at 215 East Broad street, has been a manufacturer of boots here for the last fifteen years. He is successor to Thompson, established twenty years ago. He is a native of Virginia; for many years was in North Carolina in business, but, since 1887, has been permanently located here. He does a good business, city and country both, and is increasing it all the while.

FORD & PEATROSS, dealers in boots and shoes, trunks and valises, at 417 East Broad street, are successors, through Mr. Ford, to C. L. Siegel, established in 1866. Mr. Ford was a partner with Mr. Siegel, and Mr. Peatross bought out the latter in 1890. This house carries a \$15,000 stock, received mostly from the manufacturers of Philadelphia, New York and New England. It does a handsome business. Both the partners are natives of Virginia, experienced in the trade, and well liked by all who have had business relations with them.

LUMBER, COAL AND STONE.

LYON & MONTAGUE, wholesale lumber dealers on Ninth street, between Canal and Byrd streets, do a commission business generally for Southern manufacturers selling in this market and in New York. They have been established about three years, and are selling an average of perhaps 16,000,000 feet a year, chiefly yellow pine. They maintain large sales yards and carry a stock of 60 to 100 car-loads. They are shippers and receivers by both water and rail.

A. M. LYON, Jr., and F. L. MONTAGUE are the principals in this firm. They were clerks for

merly in this same line. They have had considerable experience of the business, and are young men of business ability, energy and enterprise.

P. L. CONQUEST & Co., are wholesale dealers in Virginia and North Carolina and Georgia timber and lumber generally, but they make a specialty of handling railroad ties made of Georgia and Florida heart pine, and of Virginia and North Carolina oak and cypress, poplar wood for pulp, and pine cord wood. Through their Norfolk house they ship largely from North

Spoke and Lumber Company, of Bertie county, N. C. They own, also, large tracts of timber lands in Virginia and Georgia, from which they have their timber cut and removed by their railroad and tramways. Thus, besides being buyers generally, they operate as producers also, and work, directly and indirectly, large numbers of men and teams, and load over 150 vessels per annum.

This firm not only puts the very best material into whatever they deal in, but pay strict attention to the way in which every article is manufactured. No spokes on the market are better made or of better material; and they can furnish large quantities on short notice from their factory at Windsor, N. C. All of their yellow-pine ties are in Southern Georgia and Florida, and no pine ties made from timber growing North of these points are as good; this fact, indeed, is fast becoming well known to all railroad supply buyers.

The three general partners in the firm are P. L. CONQUEST, H. A. TABB and O. H. PERRY, and the well-known Richmond firm of ALLISON & ADDISON are the special partners. Mr. Conquest resides in Georgia and manages the business there. For a number of years he was a partner in the firm of W. T. Conquest & Sons, of Philadelphia, and his experience there gave him a thorough knowledge of both the Northern and Southern markets. Messrs. Tabb and Perry have both had a large and continuous experience during the past twenty years in all branches of the timber trade. They were large operators prior to their connection with this firm. Mr. Tabb resides in Richmond and manages the business from their headquarters in the TIMES BUILDING, rooms 9 and 10. Mr. Perry resides in Norfolk,



OFFICES OF P. L. CONQUEST & CO.—TIMES BUILDING.

Carolina. For this trade they get their supplies both through the canal and over the various railroads centering at that city and Portsmouth. In Georgia they ship over their own railroad down to their wharf on the Great Satilla river, from King's ferry down the St. Mary's river, and also from Brunswick. Through their Richmond house they make regular shipments from all the water courses in Eastern Virginia.

This firm owns and operates the Windsor

folk, with office at 109 Main street, and manages their Norfolk and North Carolina business from that point.

Their business originated in 1882, and was at first a connection or Southern branch of W. T. Conquest & Sons, Philadelphia. The present partnership arrangement was formed in 1888.

The cut accompanying this matter shows the building in which they have their Richmond offices,

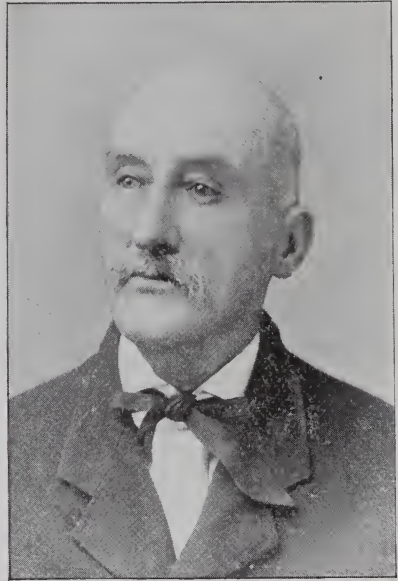
A. L. SHEPHERD & Co., wholesale dealers in lumber on commission, at 17 South Nineteenth street, corner of Cary, have remarkably fine facilities for their business in their personal connections with large lumber-manufacturing concerns of Virginia and North Carolina, and are thus enabled to do a remarkably good business here in Richmond, and also as shippers to Northern markets of the pine and oak cut in the Southern forests. Mr. SHEPHERD, of this firm, is president of the Gumberry and Jackson Railroad and Lumber Company, of North Carolina, and of the J. W. Fuqua Lumber Company, of Surry county, Va. Mr. PHILIP MEISEL, Jr., his partner, is secretary of the Gumberry and Jackson Railroad and Lumber Company, and is largely engaged in the management of that and other large concerns in which Mr. Shepherd is principal. Mr. S. is a member of the CHAMBER OF COMMERCE, and is a director also of the Union Bank. He is a native of Fluvanna county, Va. He has been in the lumber trade here since 1865.



A. L. SHEPHERD,
Of A. L. Shepherd & Co., Lumber Dealers.

TRUMAN A. PARKER & Co., lumber dealers, of Fifth and Canal streets, is one of the oldest firms of that line in this city. It was established in 1852. Mr. Parker is dead, but the old firm name is still retained by his old partner and successor in the business, Mr. W. J. Scott,

who is now sole proprietor. He does a business in this city and State and in North Carolina equal to that of any house of the kind here. He has yards extending from Canal to Byrd



W. J. SCOTT,
Of Truman A. Parker & Co., Lumber Dealers.

streets and on the square opposite that, covering altogether about three acres, and usually carries on hand a \$20,000 stock. He is a native of the city, and has lived here all his life, and he has other business interests in Richmond besides this of the lumber trade.

MURPHY & AMES, wholesale and retail lumber dealers, of 2010 East Broad street (THOMAS B. MURPHY and N. T. AMES), do a handsome business, largely with the local builders, but also as shippers to various outside points. They have a large yard, shedded in part, and carry a very full stock of the best grades of lumber, shingles and laths.

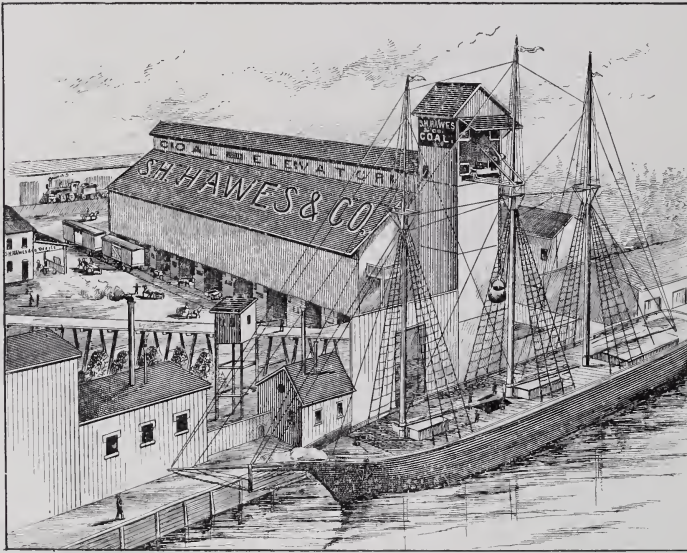
E. M. FOSTER, lumber dealer, of 2, 4 and 6 East Marshall street, has yards there of considerable capacity. He enjoys a pretty fair share of the local trade. He has been in the business here for seventeen years. He was a farmer and also a general merchandiser of Amelia and Chesterfield counties before he embarked in his present line. He handles builders' lumber chiefly.

S. H. HAWES & Co., coal dealers, of Eighteenth and Cary streets, have an elevator and yards near Twenty-ninth and Dock streets. These yards front 300 feet on the river and afford excellent landing facilities. Their elevator capacity is about 5,000 tons.

They have also a yard for retail trade at Eighteenth and Cary streets, and have storage yards at the Chesapeake and Ohio Railroad depot.

S. H. Hawes & Co. do the largest business in their line here. Hundreds of vessels come up to their docks to discharge coal and other merchandise. They employ about 50 hands, and about 40 teams, and are shippers to all of the Southern States east of the Mississippi river. They are also large dealers in lime, cement, plaster, etc.

This house was established in 1848.



S. H. HAWES & CO.'S COAL YARDS AND ELEVATOR.

MRS. JANE KING'S wholesale and retail ice, coal and wood establishment, at 1811 East Cary street, has been a notable one of Richmond since 1873. It is in its thirty-sixth year. The house was founded in 1856 by her husband, David King, who was succeeded by John M. McGowan (brother of Mrs. Jane King). At the death of Mr. McGowan in 1873, Mrs. King became the owner and assumed full control. Under her management the business has increased from the sale of about 1,500 tons of ice in 1873 to about 12,000 tons in 1892. Her sales of coal and wood have grown in like proportion, since she connected this branch of business with the

old established ice business, which was done about two years ago.

In busy seasons Mrs. King's establishment employs about thirty hands and some thirty or forty horses, with twelve or fourteen wagons to deliver ice, and two coal wagons and three to five coal carts in delivering coal and wood. This fall (1892) Mrs. King has added a new feature to her ice business. She has taken entire control of the output of one of the largest ice plants in the city (the Hygeia Ice Company's), feeling convinced that the superiority of its product cannot but recommend it to all desiring pure and healthful ice, for this Hygeia ice is made from pure distilled spring water. The Hygeia's plant is situated on the Richmond, Fredericksburg and Potomac Railroad, and shipments can be made from it to all parts of Virginia, West Virginia, North and South Carolina, without rehandling, and at short notice.

Mrs. King has associated with her in business her two sons, JOHN M. and JAMES N., who personally look after all the details of the business. Her success in the past is to be attributed to the promptness and care taken in all transactions with both city and country patrons. Mrs. King is the only lady in the United States who carries on so extensive a business in ice, coal and wood. Another notable feature of her business is, that Mrs. King's house is the only one of its kind in Richmond that has not changed in name and management since 1873.

The ELBA COAL YARD, situated at 617 West Broad street, is one of the largest supplying the family trade of Richmond. It covers an area of 75 by 200 feet, and does a business of 3,000 to 5,000 tons of coal and 3,000 to 5,000 cords of wood a year. Six teams are required for delivery purposes by it.

These yards were established twenty-three years ago by W. S. Pilcher. He died last year, and his widow continued it under the management of Messrs. E. M. PILCHER and C. A. BOYCE, who were with Mr. Pilcher for several years, and are experienced in the business.

Mr. Pilcher was State agent also for MORISON'S

ENGLISH PILLS, and this agency is likewise continued by the widow, under Mr. Boyce's management.

SAMUEL H. COTTRELL, whose place of business is on Broad street, between Eighth and Ninth, embarked in the fuel trade over fifteen years ago in Richmond, and seems to be content to remain in it so long as his friends and the public at large continue to place confidence in him and to rely on him for fair dealing toward them. He carries on hand always the best quality of anthracite, West Virginia splint, "Fire Creek," "Pocahontas" and "Gayton" coals; and also all kinds of wood.

Mr. Cottrell is also engaged in the street-sprinkling business, as proprietor of what is known as the RICHMOND STREET-SPRINKLING COMPANY, an enterprise established by him some ten years ago. He has the latest and most improved sprinkling wagons made. He does not, however, let one branch of his business overshadow the other. Both have, equally, his closest personal attention.

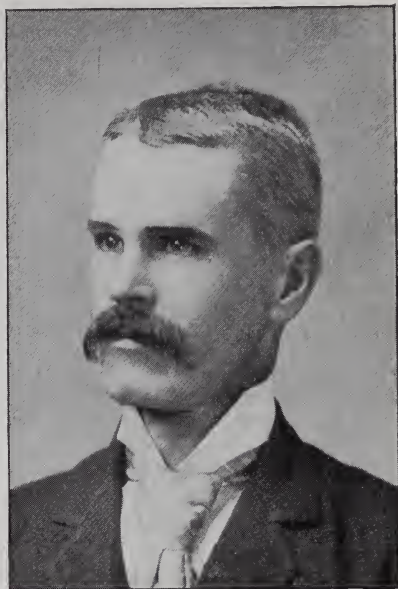
Mr. Cottrell's portrait, it will be noted, is one of those in our gallery of the representative business men of the city.

The RICHMOND ICE COMPANY, wholesale dealers in Kennebec-river ice on the south side of Dock street, corner of Seventeenth, is successor to Captain A. G. Babcock, who established himself in that line here in 1866. The company was incorporated in 1881. It has \$32,000 capital stock. It handles about 20,000 tons of Kennebec ice in the course of a year and 10,000 tons of coal—which business will amount to an aggregate of \$150,000 a year—and employs, perhaps, 75 hands. It is a shipper to all points in the Carolinas, the Virginias, Georgia and Tennessee. It has the advantage of rail connection and transportation by water, is owner of the premises it occupies, and is proprietor also of a steam barge for unloading shipments made it.

E. D. HALEY is its president and treasurer and A. D. LANDERKIN its secretary and superintendent. Mr. Haley lives in Gardiner, Me., and is an ice dealer there and in New York.

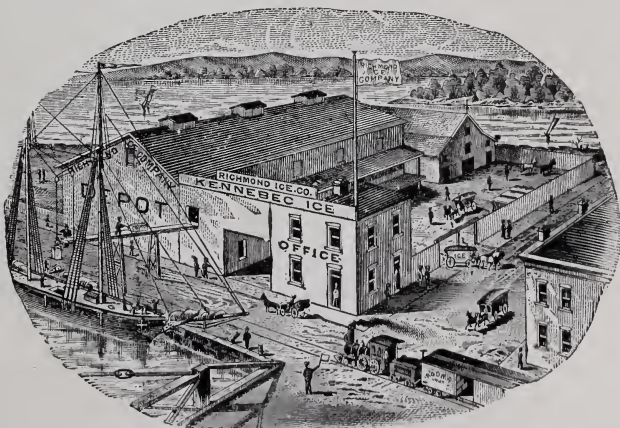
Mr. Landerkin was formerly with the Knickerbocker Ice Company, of Philadelphia, but has been here for the last eight years. He is a

director of the CHAMBER OF COMMERCE, and is one of the leading spirits in the movements undertaken by it and in public affairs generally.



SAMUEL H. COTTRELL,
Coal Dealer.

W. J. McDOWELL, wood and coal dealer, of 605 West Broad street, supplies the family trade of Richmond and its vicinity. He handles an-



RICHMOND ICE COMPANY'S PLACE.

thracite, West Virginia splint, and steam coals, coke, and cord wood, long, sawed and split. He has been in the business here for thirty years.

He has been successful in it, and he is the owner of a farm of 150 acres seven miles out of the city, which he devotes to the cultivation of fruits, grain and grass.

E. L. FORD & BROTHER, dealers in feed, wood and coal, etc., at 1500 West Cary street, have not been long established, but they are doing a first-rate business. They are natives of the city, young men, and well known here. They make a specialty of feed stuffs. They run two teams for their city trade and give employment to several hands the year round.

LAND, of Ryland & Lee, dealers in pianos and organs, vice-president; GEORGE W. CLARK, secretary and treasurer; EVERETT WADDEY, wholesale stationer and printer; and R. B. LEE, also of Ryland & Lee. Secretary Clark is a graduate of the School of Mines, London, England.

The company was organized in 1888 with a capital of \$100,000. The quarries have been worked about four years. They are situated about two miles from the line of the Chesapeake and Ohio Railroad, with which they are connected by a gravity track, and are about

twenty miles west of the famous Greenbrier White Sulphur Springs. With from 20 to 100 hands employed, according to the state of trade, they yield an average of about two car loads a day, which is a very satisfactory business.

After four years' test by actual utilization of it, and comparison, scientific and practical, with other brownstones, native and foreign, this Alderson brownstone has been demonstrated the equal in the essentials of strength, durability, color, uniform excellence and workable quality of any extant. It has been extensively used in this city; in other parts of Virginia and in Ohio; in Petersburg and Lynchburg, in this State, especially. Architects, contractors and stone-masons all cheerfully contribute their assurances in testimony of its merit. It has been shown that it will withstand, marvelously well, both heat and frost, and, worse than either, a moist climate. It has been used for pavements, but is

chiefly in demand for steps, lintels and sills, platform cornices, column courses, and trimmings generally, and for quarry-faced ashlar there is no handsomer stone in the United States. Its color approximates the maroon of brick better than any other brownstone. It takes a handsome "bush"; it works without trouble into both relief and incised ornamentation; it carries a fine



SOUTHERN RAILWAY SUPPLY COMPANY'S PLACE.

The ALDERSON BROWNSTONE COMPANY, which is operating quarries on a large scale at Alderson, Somers county, W. Va., has general offices at Richmond, the residence place of the parties chiefly interested in it. These principals are JAMES D. CRUMP, of the Wingo, Ellett & Crump Shoe Company, leading jobbers of boots and shoes, president of the company; JOSIAH RY-

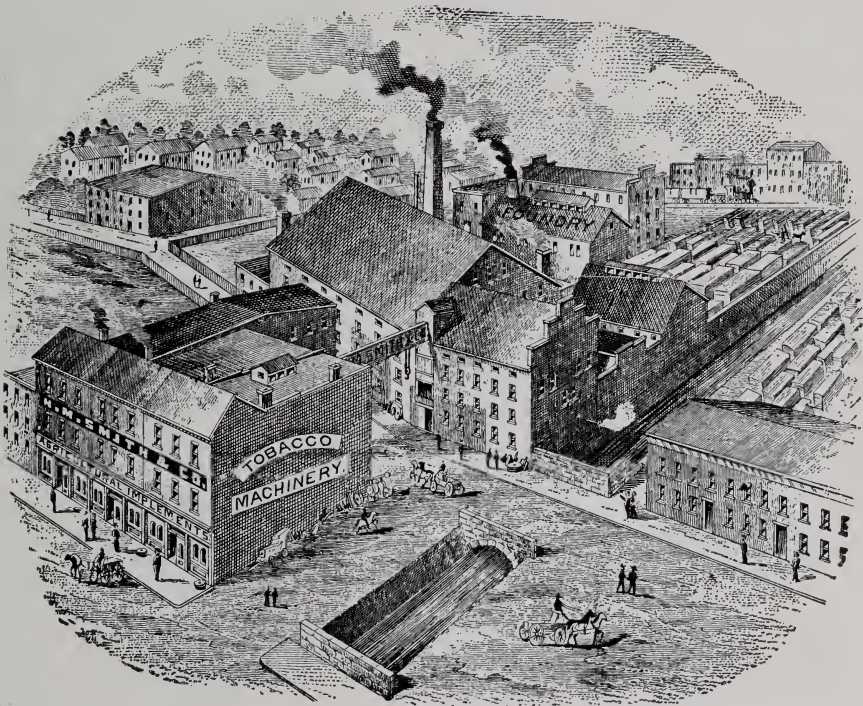
edge for joints; and is entirely safe for corbels and gargoyles and other architectural embellishment. Examples of it in combination with other materials can be seen in the White, Brock, Stover and Reynolds residences at Franklin and Second streets here; in the Habliston, Cranz, Wirt Taylor, and other fine mansions; in the exteriors of the new Masonic Temple, and the recently-completed new Planters National Bank.

The quarries are provided with a steam equipment, and the company is steadily increasing its facilities, so as to keep pace with the growing demand for its superior product. Its office here is at 1115 East Main street. It is a member of the CHAMBER.

line from all parts of the world. It is one of the largest sales agents here and jobber of mining and railroad supplies, bar-iron, grindstones and heavy ware generally. It has four men on the road, and sells everywhere in the Southern States. It has a lace and leather belting factory at 1717 East Cary street. It is evidence of the intelligent and successful management of this company that the growth of its sales and of the territory covered by it has been very rapid.

This company also holds membership in the CHAMBER.

CHARLES E. HUNTER, dealer in agricultural implements at 1528 Main street, is successor to



CHAS. E. HUNTER (SUCCESSOR TO H. M. SMITH & CO.) AGRICULTURAL IMPLEMENT WORKS.

MACHINERY, IMPLEMENTS, OILS, HARDWARE, ETC.

The SOUTHERN RAILWAY SUPPLY COMPANY, of 15 South Fourteenth street, has been ten years established. R. S. ARCHER, superintendent of the Tredegar Iron Works here, is its president; W. M. ARCHER, formerly also with the same company, is vice-president and treasurer; LEVIN JONES, secretary. JAMES GORDON is superintendent of its metal department. This company seldom has less on hand than a \$60,000 stock, embracing goods and materials of its

Isaac S. Tower, deceased, and occupies his old stand, a five-story building, 32 by 210 feet, which is appointed with elevators and other modern conveniences for a large trade. This is the old stand also of H. M. Smith & Co., of which firm Mr. Tower was a member for years; so that Mr. Hunter enjoys the advantages of a long established trade.

He is proprietor also of a house of the same character at Petersburg, Va., and by medium of the two, does a very large business in this State and those of the South Atlantic Coast, every-

where, from Delaware, South. He has been in the trade himself a lifetime, and has numerous specialties. He was the inventor and original manufacturer of the only genuine "Farmer's Friend" plow and plow castings at Fredericksburg, Va., and he is sales agent for the "finest pair of agricultural machines on earth," Whiteley's Steel Mower and Whiteley's Solid Steel Binder, and for the Studebaker wagons, Oliver Chilled Plows, the Lone Star and Tiger rakes and tilters, Tiger harrows, seeders and mowers, and Smith's straw cutters. He handles, in fact, nothing but standard makes of implements, makes whose merit has been thoroughly demonstrated by time and trial.

He has a competent staff of employes to assist him, headed here by Mr. G. H. HARDWICKE, who was with Mr. Tower up to the time of his death, and with H. M. Smith & Co. before that, in all some twenty years in the business here.



BALDWIN & BROWN'S HARDWARE HOUSE.

BALDWIN & BROWN, wholesale and retail dealers in hardware, carriage and wagon materials and agricultural implements, at 1543 Main street, constitute a notable partnership—notable for the business they do themselves, for their enterprise, for other concerns in which they are interested, and for the age of their house. It is the oldest of its line here, and was the first exclusively hardware house of the city.

It was founded in 1802 by John Van Lew. He was accustomed to raft his goods up Shockoe

creek to the door of his place of business. His successors in order were Van Lew & Taylor, Van Lew, Baker & Co.; Baldwin & Brother (W. W. and George, both deceased); and Baldwin & Brown (D. J. Baldwin and George W. Brown), the present firm. They have been the proprietors since the settlement of W. W. Baldwin's estate in 1882. A portrait on page 214 introduces the reader to the senior mem-



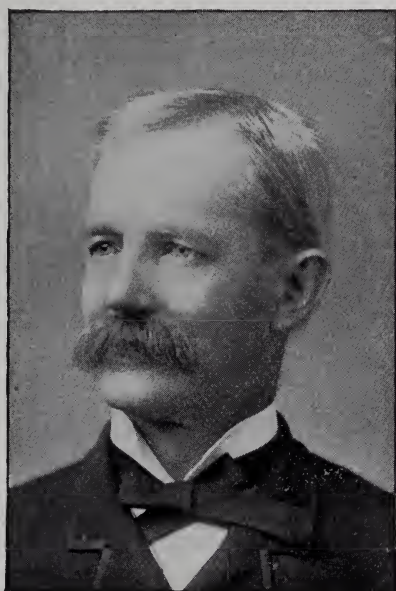
HUNTER & SIMS' HARDWARE HOUSE.

ber of the firm. The accompanying cut shows their sales-rooms, but not the warehouse they maintain across the street.

Both the partners were in the business, engaged with the house, for many years before they succeeded it. Mr. Brown has reputation here as one of the most progressive young business men of the city. He is vice-president of the Richmond Agricultural Implement Company and general manager of the James River Marl-Bone Phosphate Company. The firm has membership in the CHAMBER OF COMMERCE.

As jobbers of hardware, iron and steel roofing, ready-mixed paints and carriage and wagon materials, they maintain a staff of travelling men on the road in Virginia and the Carolinas especially, in which States their trade principally lies. They carry usually a \$25,000 stock, and their sales range from \$60,000 to \$75,000 a year. Most of their agricultural implement business which formerly was a specialty with them, is now done through the RICHMOND AGRICULTURAL IMPLEMENT COMPANY in which they are large stockholders.

HUNTER & SIMS, wholesale and retail dealers in carriage materials and undertakers' supplies, at 1415 Main street, have been established since 1884. They carry a stock exceptionally complete, have men on the road selling for them in the Virginias, Carolinas and Georgia, do a very extensive business, and are now enlarging their premises so as to carry additional lines and keep pace with the growth of trade. Mr. J. H. HUNTER, Jr., of this firm, is a non-resident. He lives in Caroline county of this State. Mr. H. C. SIMS, his partner, is manager of the business. He has been engaged in it here for the past twelve years.

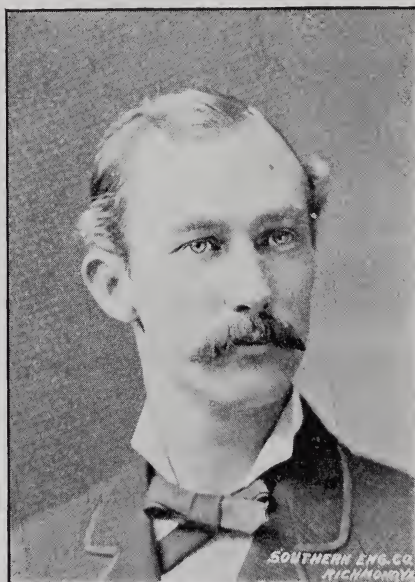


J. L. LINDSAY,
Mill Supplies.

J. L. LINDSAY, general mill furnisher, of 1426 and 1428 Cary street, whose portrait is an accompaniment of this matter, although a native of another State, has been a resident of Richmond for nearly a quarter of a century. He commenced his present business upwards of twenty years ago with a capital consisting largely of "good horse sense," combined with perseverance and industry, and, at the same time, characteristics of caution and strict integrity, which he doubtless inherited from the Scotch side of his parentage.

He is the only person in Richmond who handles cotton and woolen-mill supplies, with

which business he is practically conversant. In connection with it he is agent for a number of the largest and best-known Northern manufacturers of the highest grades of machinery and supplies, by which means he is enabled to furnish anything that goes into a cotton mill, from a big opener and sapper to a little ring traveller or tack. Besides this, he is perhaps one of the largest handlers of starch in the Southern States. He also carries a large stock of manilla, sisal and jute rope, lath yarn, hide rope, hemp, flax and jute twines, burlaps, toilet paper and Hoyt's toilet fixtures, together with all the standard sizes of strictly high-grade Shultz's raw-hide and the "Monarch" oak-tanned rivetless belting, which for electric purposes is considered the very best in the market; these, together with a large and varied stock of other articles usually found in a first-class supply house.



G. HARVEY CLARKE,

Of the firm of A. B. Clarke & Son, Wholesale Hardware.

A. B. CLARKE & SON, wholesale dealers in hardware, cutlery and carriage goods, at 1540 East Main street, is also a notable house.

This house was originally established by Mr. AUGUSTUS B. CLARKE in the year 1852, and though he is the oldest hardware man in this city, he can be found at his office every day. The junior member of the firm, Mr. G. HARVEY CLARKE, who is the general manager of the

business, has an experience of more than twenty years in the hardware trade, and is one of the best posted men in this line in the city.

In addition to a large city trade this firm does a jobbing business throughout the Virginias and Carolinas in hardware, cutlery and carriage goods, of which they carry the largest stock in the State, a stock consisting of shelf and heavy hardware, foreign and American cutlery, Sarven and Warner patent wheels, iron and steel axles, springs of all shapes and patents, like the "Brewster," "Thomas Coil," "Dexter Queen," etc.; buggy gears, leather and rubber tops, dashes, hubs, spokes, rims, shafts and poles; bolts of all kinds, bar iron and tire steel, cast and soft steel.

In its department of builders' hardware, which is a distinct line of itself, this firm gives special attention to furnishing the hardware for hotels, public buildings, fine residences, etc. They handle builders' hardware in the most artistic designs, in ornamental and plain bronze, old copper, Bower-Barff, oxidized silver, gold-plate and other finishes. Their cases of samples, indeed, are filled with works of genuine art.

Some years since the Messrs. Clarke became the general agents for Virginia and North Carolina for the Imperial chilled plows, and the constantly increasing sales of these plows, as well as the premiums they have taken whenever entered for competition, attest their superior merits.

Messrs. Clarke & Son, having been residents of this city all their lives, know something of the requirements of the trade in this section of the country, and the stock they carry shows that they are endeavoring to meet all demands in this line of business.

This firm also has membership in the CHAMBER OF COMMERCE.

JAMES MCGRAW, manufacturers' agent for and dealer in hardware, railroad contractors', miners' and machinists' supplies, builders' hardware, cutlery and tools, at 1442 East Main street, has been established in this line here about twenty-seven years. He has been a resident here for thirty-five years. He owns property here and in the suburbs; is a director of the Virginia and North Carolina Wheel Company, a large manufacturing concern here; and a member of the CHAMBER OF COMMERCE. Mr. McGraw, in fact, began here without a dollar. He has reached position, both financial and social, by his own efforts.

He is agent here for the Roland chilled plow, for Bowers' patent reversible slip-shares, and Harvey's stone-cutters', and pavers' and contractors' tools. Mr. WILLIAM S. MURRAY, who has been associated with Mr. McGraw for the past thirteen years, has general supervision of the affairs of the house.

THE SMITH-COURTNEY COMPANY, dealers in mill supplies and machinery, at 1419 Main street, is successor to the old firm of Smith & Courtney, which was doing a very large business here in that line when the company succeeded it. The business originated with Mr. G. A. SMITH, who is president of the company, in 1873. Mr. T. L. COURTNEY, Jr., vice-president of the company, afterward acquired an interest with him, and was one of the old firm that was predecessor to the company. Gordon Wallace and S. Milnor Price, both of whom were trusted employees of the firm when it was Smith & Courtney, are treasurer and secretary of the company, respectively.

The authorized capital stock of this company is \$250,000, half of which is paid up. It has trade everywhere in the South, east of the Mississippi, has 20 employees here in its warehouse and four men on the road. Its annual business is little, if anything, short of \$350,000. Its specialty is the trade in railroad supplies. Nearly all of the great Southern railroad systems are its customers, either large or small, and many saw mills are supplied by it.

Mr. Smith, president of this company, is also president of the organization of Confederate Veterans of the Richmond Howitzers. He was one of them during the war, and he left an arm upon the field in testimony of his devotion to the Lost Cause. He is a very prominent business man, is notable among the members of the CHAMBER OF COMMERCE, and is one of the directors of that body. He gives his attention to the business of the house in milling machinery, while Mr. T. L. Courtney, Jr., directs the company's trade with the railroads of the South. The latter is manager of the HYDRAULIC ENGINEERING AND MANUFACTURING COMPANY, of this city, which is engaged in the manufacture and sale of Rife's hydraulic engine or ram, elsewhere described herein. (Page 174.)

The FORT WAYNE ELECTRIC COMPANY, of Fort Wayne, Ind., and one of the largest electrical manufacturing construction companies in the land, has a branch here at 819 East Main street, with MAURICE W. THOMAS as resident manager.

This agency was established in the fall of 1891 for the purpose of covering, in the interest of the company, the trade territory of the two Virginias, the Carolinas and a part of Maryland. A speciality will be made by it of the trade in electrical supplies and the construction of arc and incandescent lighting systems, the former of the Wood plan, and the latter the Slattery Induction system, which was perfected by this company, and is the most economical and effective in use.

This company has supplied, through its agency here, machinery and apparatus for lighting the city of Richmond, and has lately completed this work. It has also arranged for lighting Waynesboro, Radford, Staunton and Roanoke, Va., and other cities of this part of the country. Manager Thomas was formerly agent here for the Edison Company of Washington, D. C. The Fort Wayne Company has factories at Brooklyn and Fort Wayne, and branches in the principal cities in the Union, as well as in the city of Mexico, Havana, Cuba, and Toronto, Canada. It has about \$10,000,000 invested in its works and has 1,500 hands employed.

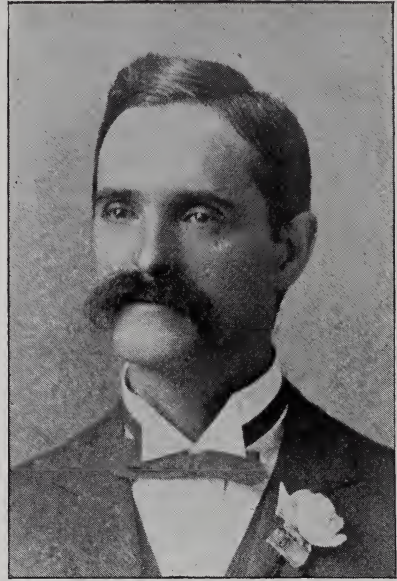


M. W. THOMAS,
Richmond Agent Ft. Wayne Electric Co.

WALTER S. SUBLETT (late of Sublett & Bruce, successors to George W. Sublett), leading dealer in builders' hardware, mechanics' tools, cutlery,

house-keeping goods, etc., is at 409 East Broad street.

This house was established September 1, 1844,

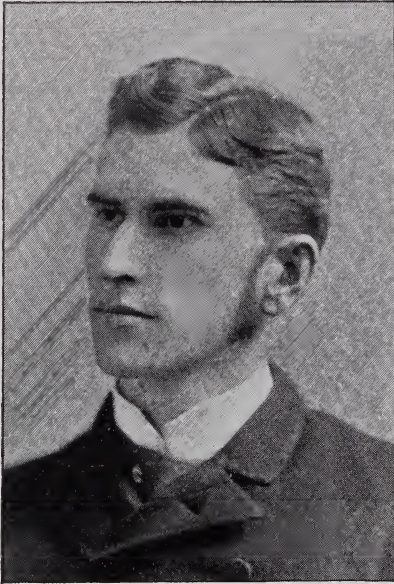


W. S. SUBLETT, Hardware.

under the name of John T. Sublett & Brother, which was continued until May 1, 1883, when it was changed to George W. Sublett & Co., and five years later to WALTER S. SUBLETT. Thorough knowledge of the business, attention to customers and fair dealing has made for it a large and first-class trade. Its place of business, 20 by 128 feet in size, is barely sufficient to contain the extensive and complete stock carried by it, consisting of every variety of foreign and domestic hardware—saws, shovels, spades, harvest and agricultural tools, building and machinists' tools, cabinet hardware, chains, carpenter tools, etc. It makes a specialty of fine cutlery—razors, knives, scissors, etc.—and in this branch of the trade can offer special inducements to buyers.

This establishment will compare, both in quality of goods kept in stock and amount of business done, with any retail hardware house in the city. It has reputation as an upright and honorable one in all business transactions, and deserving the liberal patronage extended it. And among the many concerns engaged in this line in the city not one occupies a more substantial position than this of Walter S. Sublett.

The business pursued by Mr. Sublett is one of such importance, and so conducive and necessary withal, to the industrial life of the



R. E. BRUCE, Hardware.

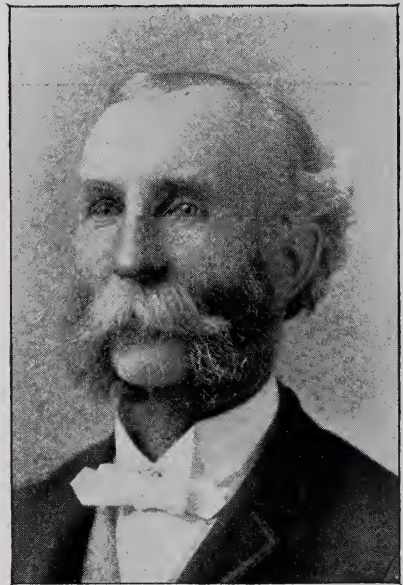
community, as to be deserving of special attention. Of late years no branch of business has more steadily increased, none developed to such perfection as the hardware trade. This is due to many causes: for one, to the enterprise of the dealers, but more especially to the advance in mechanical science; for to such perfection has the manufacture of the articles coming under the generic term of hardware been brought, that new demands are constantly springing up which naturally rouse in the trade a powerful incentive, among all engaged in it, to excel.

R. E. BRUCE & Co., dealers in fine cutlery, builders' hardware, machinists' and carpenters' tools, ready-mixed paints, house-furnishing goods, etc., at 513 East Broad street (R. E. BRUCE, late of Sublett & Bruce, engaged in this same line here), is a handsomely-appointed and prosperous house, enjoying a large share of the trade of the building contractors of the city and of the local retail trade. Mr. Bruce, head of the house, is an experienced man in the business. He was in it for years here as one of the firm of Sublett & Bruce, which dissolved November 1, 1892, and he then embarked in it

on his own account. As a native of the city, so long engaged in business here, he is well and favorably known.

W. MCBAIN & Co., manufacturers of and dealers in paints, oils and greases, at 108 Virginia street, between Cary and the Richmond and Danville Railroad Depot (William McBain) have been established since January 1, 1891. Mr. McBain, prior to that time, was in charge of the Standard Oil Company's agency here. He brings a wide experience to his business, and as a resident and business man here for years is entirely identified in both a commercial and social way with the city of his adoption. He is a native of Toronto, Canada.

Mr. McBain carries a full stock. He has three men on the road in the Virginias, Carolinas and Georgia, and does a business fast rising toward \$100,000 a year. His specialty is lubricating oils, and he handles railroad oils largely and oils for cotton mills, electric-light works, etc., and greases for all purposes.



WILLIAM MCBAIN, Oils.

The NATIONAL LINSEED OIL COMPANY, which has mills and stations in all parts of the Union, and is, in fact, the largest concern of the kind in the world, has one of these stations or branch distributing agencies here. Its warehouse and tank-car depot is at 756 and 758 North Seventeenth street, the buildings shown in the en-

graving accompanying this matter, and the office is 1103 Main street, in the Merchants National Bank building. The business of the company here is managed by Mr. D. D. CUMMINS, a man of long and ripe experience in the trade. He has been in the oil trade for the past ten years with this company and others of the West. The territory allotted him embraces the States of Virginia and West Virginia, the Carolinas, Georgia and Florida.

The specialty of this company's trade is the sale of raw, boiled and refined linseed oil, oil-cake meal and ground flaxseed. Sales are made through brokers, jobbers and direct from this station. The oil now handled here, the "National Linseed Oil," is what was formerly known to the trade as the "Hanford-Hall Brands." It has been sold so long in the South that it is standard in that section, and it gives the company the great bulk of the business in this line throughout this part of the country.

The station on Seventeenth street here, has a Chesapeake and Ohio siding leading directly to it. It has storage capacity for about 40,000 gallons, and this is the amount usually carried in stock. Correspondence with the Richmond office may be addressed P. O. Box 341. All business has prompt attention at the hands of Mr. Cummins.

BINSWANGER & Co., dealers in builders' and painters' supplies, at 1426 East Main street, are leaders of their line here, and both the two departments they maintain are established and conducted on a most intelligent and practical basis, as the large and growing trade they have secured, extending through Richmond's natural territory, namely, the Carolinas, Virginias and Tennessee, together with the local contractors' trade of this and the large cities near by (in itself a big item), fully attests.

Their paint department, in which is also embraced the large stock carried of window glass, of which they are distributors in this section for



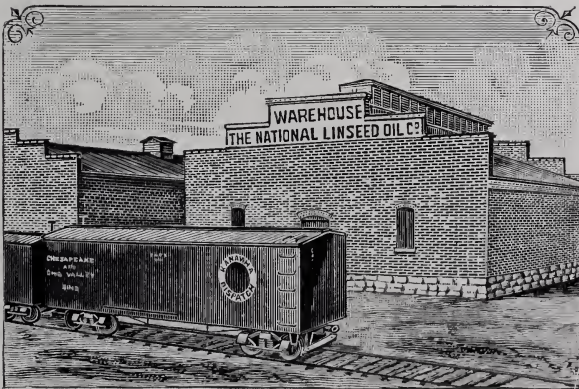
BINSWANGER & CO.,
Paints, Oils, Building Material.

the largest manufacturer in the world, namely, the Chambers & McKee Glass Co., is full and complete with all the staples of the best manufacturers, together with a long line of popular specialties.

They also manufacture the strictly pure "Old Dominion Prepared Paint."

Their builders' department contains a stock of sash, doors, blinds, mouldings, brackets, builders' hardware, etc., which is the largest in the South, and this department, with its facilities for manufacturing special and odd size work, has received the merited support of the trade.

They have recently erected a new and spacious store and warehouses, of six floors, 42 by 133 feet, making over 33,000 square feet of floor space, op-



WAREHOUSE OF THE NATIONAL LINSEED OIL COMPANY.

posite the place they have heretofore occupied. An engraving on page 249 shows this new place.

SAMUEL BINSWANGER, an old resident, is the proprietor of this establishment with firm-name and style as above. The several departments are in charge of his sons and of competent managers and foremen.

T. W. TIGNOR, dealer in sporting goods, of 1312 East Main street, has been established for thirty-five years, and his place is a favorite resort of the lovers of field sports in this part of the country. He carries a very fine stock, and in the rear has a shop for the repair of fire-arms. He is agent for the celebrated "Dead-shot" and other brands of sporting and blasting powder. During the war Mr. Tignor served the Confederacy as armorer in the arsenal here. His experience in the business has, in brief, been lifelong. Correspondence from any part of the South receives prompt attention at his hands.

E. H. BAKER'S "Metropolitan Tool House," 1527 East Main street, does a city, a Virginia, North Carolina and Maryland trade generally, in mechanics' tools, and also in hardware and novelties, both wholesale and retail. Connected with it is a barbers' supply house, in which grinding and repairing is neatly done. The specialty of this house is its trade in tools. These are shipped by it on receipt of price, which price is furnished by means of a price-list sent through the mails. It carries an extremely varied stock.

Mr. Baker is a Pennsylvanian, and was engaged formerly as an auctioneer. His references are the Cottrell-Watkins Hardware Company; M. Hessberg, findings; the Baughman Stationery Company; and Long & Riddick, notions.

M. S. BLOCK & Co., wholesale dealers in leather and shoe-store supplies, at 15 South Thirteenth street, have been established in that line here about three years, and have built up for themselves in that time a handsome business. They cover as field Virginia, the Carolinas, Georgia, Tennessee, Kentucky, and even parts so far away as Ohio and Louisiana. They have four men on the road selling for them, and their sales will equal those of any house doing business in their field. They have 14 hands altogether. They are in direct receipt of sole leather from the New York and Pennsylvania tanneries, and handle upper and harness leather mainly of their own manufacture. These goods of theirs are of exceptional quality, and their trade is steadily increasing.

Mr. BLOCK of this firm is a native of the adjoining State of Maryland. He is, in the phrase prevalent there, one of the "Blue Hen's Chickens." He has been resident here, and engaged in this business, however, since 1861. His partner, Mr. HALLER, is also a veteran merchant of Richmond. He has been in business here since 1854, formerly, for many years, as one of the firm of Haller & Fleishman, wholesale shoe dealers, in which connection he was well and widely known before ever he went into his present line.

MOSELEY & BOHMER, doing business at 1207 East Main street as the SOUTHERN RUBBER COMPANY, are successors to Garcin, Mosely & Bohmer, and through them to Garcin & Mosely, established in 1886. They do a handsome business in rubber goods of every description, and have trade all the way from the Ohio to the Gulf and from the Atlantic to the Mississippi river. They have three men on the road in that field, usually carry a \$40,000 stock, and have sales in the neighborhood of \$125,000 a year.

They are agents for the American Rubber Company's fine "Mackintoshes" and other rubber and oil clothing; for the Boston Rubber Company's rubber boots and shoes; the Boston Gossamer Rubber Company, and the Lake Shore Rubber Works, of Erie, Pa., manufacturers of mechanical rubber goods. They are, in short, the largest concern of the kind in the South.

The partners in this house are natives of the city, and both are pretty well known by reason of other business connections before they went into this line. Mr. W. T. Moseley was formerly of George H. Smith & Co., railway supplies; and Mr. H. Bohmer, Jr., his partner, was in the leaf-tobacco trade. Mr. Moseley is president of the Southern Engraving and Stamp Company, of this city; and Mr. Bohmer is its vice-president and treasurer. It has quarters in their establishment. They are members of the CHAMBER OF COMMERCE.

H. L. PELOUZE & SON, printers' furnishers, maintain a warehouse at 13 Governor street. They have been established here since 1860, that is to say, Mr. H. L. PELOUZE has. They carry a \$25,000 stock, and sell in Virginia, the Carolinas, and Alabama and Tennessee, Georgia and Louisiana, perhaps \$50,000 worth of goods a year. They formerly maintained a type foundry here, but have abandoned it for a sales

business entirely. They do a prosperous business, and Mr. H. L. Pelouze has accumulated considerable resources by means of it. This firm has a membership in the CHAMBER OF COMMERCE.

The BOOTH WALL-PAPER COMPANY, of Ninth and Franklin streets, Richmond, is an old house and a solid one. Its business was founded in 1841 by Booth & Co. They were succeeded by John T. Booth, son of one of the original firm, in 1870. The proprietor at present, Mr. JOSEPH RINDSBERG, acquired the business by purchase after the death of John T. Booth in 1889.

The specialty of the house is the trade in wall papers and ceiling decorations, window shades, curtains, etc., of which it carries the largest stock in the South. The house has the best trade of the sort here; it does most of the fine work executed here; but at the same time it can fill orders and do work at as low a figure as any competitor of its field.

It is sole agent for Sheppard, Knapp & Co., of New York, for carpets, and State agents for F. R. Beck & Co.'s "Lincrusta Walton," a patented wall decoration for relief work in interior finish.

Its lines of curtain fixtures and window shades are particularly complete.

Mr. Rindsberg retains in his employ as general manager, Mr. J. H. HEWITT, a man of ripe experience in the business. He was with the old house of John T. Booth for fifteen years. The house has engaged also a staff of fine work-

men, among them experts recently brought here from New York city, whose presence enables it to execute the most artistic work as well as it can be done anywhere in the land.



BOOTH WALL-PAPER COMPANY'S PLACE

M. KELLY, of Twentieth street, between Main and Cary, has been twenty-seven years in the junk trade here. He does a business of perhaps \$30,000 a year with all parts of the South Atlantic States. He owns his place of business, and is largely interested in other concerns. He is a director of the Southern Branch Improvement Company, of Norfolk, and is also treasurer of the Capitol Building and Loan Association, of this city.

Mr. Kelly pays the highest prices for paper stock, old iron and metals, and second-hand articles of all kinds. He is an honest, straightforward and reliable man, and he has an excellent reputation in this community, in which he has spent the greater part of his life.

STOVES AND HOUSE FURNISHINGS.

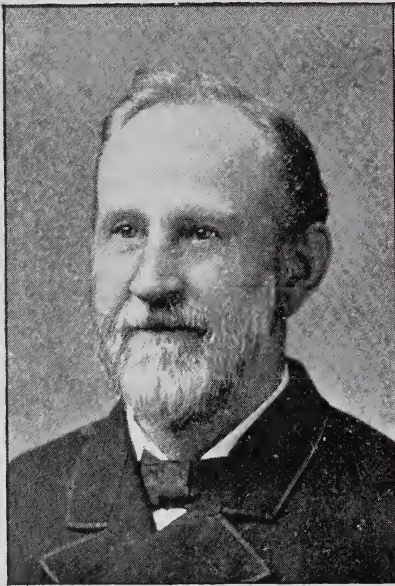
M. S. LEDY, dealer in stoves and house-furnishings, and tinner, plumber and gas-fitter, of 1609 East Franklin street, has a three-story sales-rooms there and a warehouse besides, across the street, for his surplus stock. He does an installment business in stoves



M. KELLY'S PAPER-STOCK WAREHOUSE.

and house-furnishings, and in his shop executes contracts for plumbing and tinning work to a very considerable extent. He makes a specialty of the stove business, and handles wood and coal stoves for cooking, gasoline and vapor stoves, and heating stoves of all kinds. He also repairs stoves, and deals largely in earthen stove-pipe, glassware, wringers, refrigerators, water-coolers, etc.

M. S. Leidy, head of this house, is a Pennsylvanian by birth. He came here in 1856 and went into this line of business as a journeyman. During the war he was private in company G, First Virginia regiment of infantry, and was assigned for the most part to the signal corps. He began in the business again on his own account immediately after the war was over. His son, Mr. W. E. LEIDY, assists him in the management of the business. Mr. Leidy, Sr., is a member of the CHAMBER OF COMMERCE.



JOHN BOWERS,
Stoves, House-Furnishings, Plumbing, etc.

JOHN BOWERS, wholesale dealer in and manufacturer of stoves and house furnishings, furnaces, mantels, grates, tiling, refrigerators, tinware, etc., and contractor for plumbing, gas, water and steam-fitting, heating, etc., is established in the Iron Block, No. 7 Governor street. He does the largest business in this line south of New York. He occupies a six-story building, 30 by 117 feet, as sales-rooms, shops and storage

departments, and maintains besides a yard for storage of drain pipe, tiles, etc., in which he carries a very extensive stock. He has usually 60 hands employed, and has two men on the road in the two Virginias, the Carolinas, and Tennessee, selling for him and soliciting orders.

Among other plumbing and heating contracts which have been executed by him the following, from their importance, deserve special mention: The fitting up complete with stoves and ranges, fire-places, plumbing, etc., of hotels at Old Point, Basic City, Covington and Big Stone Gap, Va.; the steam heating of Hampden-Sydney College and of the Insane Asylums at Morganton, N. C., and Petersburg, Va., and also the Eastern Lunatic Asylum at Williamsburg, Va.; the gas-fitting, plumbing and water works in the office building of the Newport News Ship Building and Dry Dock Company in Newport News; the gas and electric light fixtures in the Masonic Temple and Westmoreland and Commonwealth Clubs here, and in the Exchange Hotel; the steam heating of the Union Depot in this city, and many jobs upon private residences here and in other parts of the State; and he is now engaged in completing the water and gas fixtures of the new City Hall here, which is one of the finest and costliest jobs in the South.

Of churches which he has fitted up similarly the following are to his credit: The water and gas fittings and heating apparatus of the First Presbyterian Church; the same for the Second Presbyterian and All-Saints Episcopal Churches; the tinning, water works and gas fixtures, grates and chandeliers, and plumbing complete, of the Third Presbyterian Church; and all the gas and water fixtures and fittings in Grace-Street Presbyterian Church, one of the finest church edifices of the city.

His appliances and mechanical equipment are of the latest and most complete description. It is doubtful if any house of the Union is better prepared in that respect than his.

Mr. Bowers has followed this line of business pretty much all his life. He has been in it here on his own account since 1869, in which year he succeeded Yale, Bowers & Yale. He came to Richmond in July 1850, especially to put in operation the first gas works of the city. During the four years of war he was a government contractor, first for the State of Virginia and then, after this city became the seat of the Confederate Government, was contractor-in-chief for the South. As such he manufactured, not only canteens, camp kettles, cartridge boxes and medicine chests for the army of the South, but

gunpowder also; and he owned and operated at that time the only powder mill in Virginia.

He is a member of the CHAMBER OF COMMERCE, and is prominently identified with several of the social and benevolent institutions of the city.

J. W. ANDERSON & Co., wholesale and retail dealers in cooking and heating stoves, hollow-ware, grates, fenders, summer pieces, tinware and house furnishings generally, at 830 Main street, do a handsome business—that is to say, Mr. Anderson does, for the “Co.” of the firm name has nominal significance merely. He is well known here as a young man of excellent business abilities and personal character, who was brought up to the line he is in, and who has mastered it thoroughly. His portrait accompanies this account of his establishment.

He makes a specialty of Richmond-made stoves, and is sales agent for the Richmond Stove Company's celebrated stoves, which are the “Lu Lu” and “Richmond” ranges, and which are made in all sizes and styles. He handles heating stoves in endless variety, and also gas and gasoline and oil stoves, and has



J. W. ANDERSON,
Stoves and House-Furnishings.

always in stock one of the finest and fullest lines of house-furnishing goods in the city.

He also maintains a shop for roofing, plumbing and gas-fitting.

N. KLEIN, dealer in stoves and house furnishings, also conducts a plumbing and gas-fitting establishment at the same place, 620 E. Broad



N. KLEIN,
Stoves and House-Furnishings.

street, a new store 30 by 150 recently built for him. He owns the property it occupies. He has the leading place of this sort on Broad street, which is the principal retail thoroughfare of the city. A cut of this place is on this page.

He makes a specialty of plumbing and gas-fitting and putting up heaters and hot-air furnaces; and also of gas-heating and cooking stoves, articles of domestic use that are highly recommended by Superintendent Adams of the City Gas Works. He has been in the business since 1860, and has made himself a reputation as well as money by it.

W. S. WOOD & SON, dealers in stoves, tinware, crockery and glassware at 1542 East Main street, is a name significant here of both age and reliability. They occupy a three-story place there, and besides having a mercantile business in the lines mentioned, are engaged also in manufacture as a tin-roofing and gas-fitting establishment.

The house is one of the oldest of this kind here. It has a high reputation for the reliable character of its work, acquired during fifty years' business, for it has been established since 1842. It was started by the late W. S. Wood, who died three years ago. His son,

Mr. A. J. Wood, succeeded him. He carries usually a \$10,000 stock, and does a \$30,000 business in Virginia, North Carolina and in the city of Richmond. He employs 20 hands.

H. H. WALLACE, dealer in china, glassware and household wares generally, at 313 East Broad street, is successor to his father, who was a merchant of this line for something like thirty-five years at Fredericksburg and here, and was, therefore, one of the oldest dealers in the trade in the State at the time of his demise, some months ago. Mr. WALLACE himself was associated in the management with his father for a long time, and was thoroughly conversant with the trade in all its details before he acquired possession of the house.

This has been a leading house here from its establishment in 1878. It has been noted for the variety and extent of its stock, and has met with increasing favor at the hands of the public. It has exceptionally complete lines of glassware, silver-plated wares, refrigerators, water-coolers, ornamental wares for mantels and sideboards, like vases, statuary, bronze and Royal Worcester wares; and in its specialty, real china and cut-glass wares, has few competitors here. It is, in short, a house conducted upon modern methods and in metropolitan style, and therefore a favorite with the better class of housekeepers in this city and its vicinity.

FURNITURE AND CARPET HOUSES.

WILLIAM DAFFRON, manufacturer of and dealer in furniture and mattresses at 1420, 1436 and 1438 Main and 22 Governor street, began here in the picture trade in 1867, in a small way, and in course of time drifted from that

into the furniture trade on a moderate scale. He has built up, meanwhile, a business second to none here—the largest, in fact, in any of the South Atlantic cities. He carries a very large and varied stock, embracing all the latest designs of furniture, and he makes fine furniture and upholstered goods at his factory, 1420 Main street, where he has about 20 hands employed. He sells in this and adjacent States as far South as Georgia. He has been very successful in business, and is the owner of considerable West End real estate, and has other interests besides. He is highly respected in this community, in which he has passed more than a quarter of a century, for his thrift and business ability.

G. W. ANDERSON & SONS, 1204 East Main street, has long been the leading house of Richmond in its specialty, the carpet and wall-paper lines. It was established as long ago as 1846 by Doggett & Anderson, which was the firm-name until 1870, when the present firm, consisting of G. W. ANDERSON, one of the original members, and his sons, CHARLES J. and J. H., succeeded it.

They do a handsome business, not in Richmond alone, but throughout the State. The extent of it is indicated by the value, ordinarily, of their stock, some \$30,000, and by the number of their employes, perhaps 30 altogether. Their sales are something like \$100,000 a year. For variety and quality their stock is scarcely excelled in any of the larger cities.

Mr. G. W. ANDERSON has followed this line here since 1838. He is a man of property, and is a director of the City Bank. The sons have been in the business, too, from their boyhood. The firm is a member of the CHAMBER OF COMMERCE.



WILLIAM DAFFRON'S THREE FURNITURE ESTABLISHMENTS.

HABLISTON & BROTHER, dealers in furniture at Seventh and Main streets, is the firm name under which F. H. and C. D. HABLISTON have done business since 1874. The house, however, is one of the oldest in that line in the State. It was established by C. B. and F. H. Habliston in 1840. It is a house also doing a handsome business, not in this city and State only, but in West Virginia and the Carolinas. Its specialty is fine office furniture, upholstering, mirrors and draperies. It is the occupant of a four-story building, of modern architecture, 60 by 150 feet, situated in the heart of the business quarter, an engraving of which accompanies this article. The building is one of the most imposing business structures in the city, in fact; and in variety and quality, the stock carried in it is superior to that of average metropolitan furniture houses. The founders of the business (of whom, as we have said, the senior partner was one) came here from Baltimore to establish it, and the house has been continuously engaged in the trade for fifty-three years, excepting during the war, when its principals were at the front under General W. H. F. Lee, in the Ninth Virginia cavalry.

This firm also has membership in the CHAMBER OF COMMERCE.



HABLISTON & BRO., FURNITURE HOUSE.

J. B. WINTER, dealer in fine and medium grades of furniture, carpets and household wares at 406 East Broad street, carries a stock from which a dwelling of any kind or size can be fitted up complete from cellar to garret. He has furnished throughout some of the finest residences of the city, and he handles goods suitable

for persons of moderate means as well. He sells for cash and also on easy payments, and makes special terms upon special sales.

His place is on the principal retail thoroughfare of the city. It is a commodious three-story



J. B. WINTER, Furniture.

building, in which the goods are artistically displayed in departments. First of all, on the ground floor, is the show room for chamber suits and furniture; then comes a floor on which the exhibit is chiefly parlor suites, lounges, easy chairs and upholstered furniture generally, in as stylish lines as are handled by any house South of Baltimore. On the third floor is a carpet and mattress department, containing brussels, moquettes and ingraings of all descriptions, and a big assortment of mattings. Along with these is a department of stoves and kitchen furnishings of the best make. This is a sample stock only. A warehouse besides is necessary to carry the full lines handled.

Mr. Winter buys all his goods from the factories chiefly of the West, which is now the recognized seat of the furniture and stove-making industries. He has, at all times, on hand a stock complete in every detail.

Mr. Winter is a native of the city, one of its youngest, large and successful business men. He has not yet reached his fortieth year, but he has shown that he is the possessor of more than

ordinary business qualifications. He started in the furniture business two years ago by buying out Loth & Guvernator (then about four years established), and since has maintained easily the place of a leader of his line at Richmond.

HASKELL & HATTON, successors to Gately & Haskell, occupy the new three-story building at 113 East Broad street, with a very full stock of furniture and household specialties, ready-made clothing included, and with a place about twice the size they had formerly, have greatly increased facilities.



CAPT CHARLES HASKELL,
Of Haskell & Hatton, Furniture, etc.

Captain CHARLES HASKELL, of this firm, was formerly junior member of their predecessors, and was founder of the business. He established it in 1881, in company with Mr. M. R. Gately, of Boston, Mass., in a small office at Baltimore, and from this modest beginning, as sole manager, succeeded in extending the trade of the house until it had branches at Washington, D. C., Pittsburg, Pa., and Richmond.

Upon Mr. Gately's death and the settlement of his estate, his interest was purchased by Mr. EDWARD HATTON, who had been manager of the Richmond house, and had made it an excep-

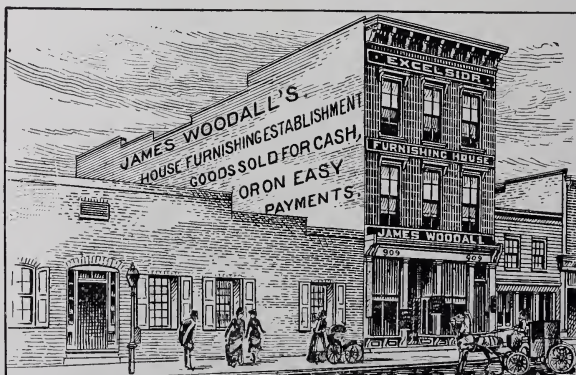
tionally prosperous establishment. He began with it some ten years ago as collector, and has, therefore, risen from the lowest round of the ladder to a place in the firm.



EDWARD HATTON, Jr.,
Of Haskell & Hatton, Furniture, etc.

Haskell & Hatton do a business of from \$50,000 to \$75,000 a year. They carry a \$20,000 stock, and employ about twenty hands. Their business in Virginia is especially extensive.

JAMES WOODALL'S EXCELSIOR FURNISHING HOUSE is one of the most prosperous of those here. It is at 909 East Broad street. There is a branch of it at 906 Capitol street. This establish-



JAMES WOODALL'S HOUSE-FURNISHING ESTABLISHMENT

ment contains probably the most miscellaneous and largest assortment of goods, offered on the installment plan, to be found here. Mr. WOODALL came here twenty-one years ago from his native soil, old England, and was so pleased with the country that he resolved to stay. He embarked in business in a small way, but has built up rapidly, and has now one of the most flourishing concerns of the State. He lives on the place known as "Walnut Lodge," which is a fruit and stock farm, situated three miles east of the city.

SYDNOR & HUNDLEY (G. B. Sydnor, Jr., and T. M. Hundley), leaders in the trade in fine and medium grades of furniture at Richmond, are at 709 Broad street.

This is a house that lives up to its professions; a house whose announcements may be taken for fact. Those who want the latest and best designs, at reasonable prices, can find no better place than Sydnor & Hundley's.

Their selections of stock indicate most excellent taste and judgment; and their rapidly-increasing business shows that the public appreciates their efforts to please. They make a specialty of fancy and easy chairs and other articles of their line suitable for birthday and bridal presents.

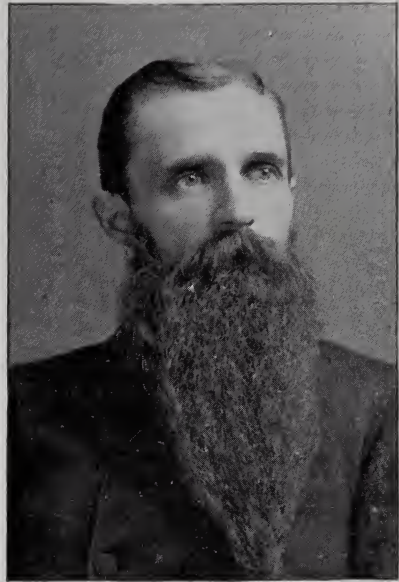
PICTURES, BOOKS, PIANOS.

A. F. CRAIG, dealer in fine-art pictures, mirrors, artists' materials, stationery, etc., at 115



GEORGE W. MAYO, Auctioneer.

East Broad street, calls his place the "Academy of Fine Arts." He is a Pennsylvanian, but has been a resident here for the last twenty years.



A. F. CRAIG, Artists' Materials.

He was an artist before engaging in his present line, and while he does considerable portrait painting yet, he gives most of his attention to his mercantile business.

His place is headquarters for those in this vicinity desiring fine pictures, frames and art material, and especially of the art connoisseurs of the city. He maintains a gallery replete with artistic novelties, and it is his delight to advise and assist those who call on him in the selection of home decorations or objects of art in his line.

GEORGE W. MAYO, general auctioneer, of 22 and 24 North Ninth street, has been established seven years. He makes a specialty of fiduciary sales, and sales of merchandise, libraries, antiques, paintings, bric-a-brac, etc., and does a business from \$30,000 to \$40,000 a year. His place is headquarters for antique furniture, books and curios, more especially those of the Colonial era in the Old Dominion.

Mr. Mayo is one of the well-known Mayo family whose progenitors were among the founders of this city. His great grandfather, Major William Mayo, laid out the city of Richmond, and his grandfather, Colonel John Mayo, built the original Mayo's bridge here over the James

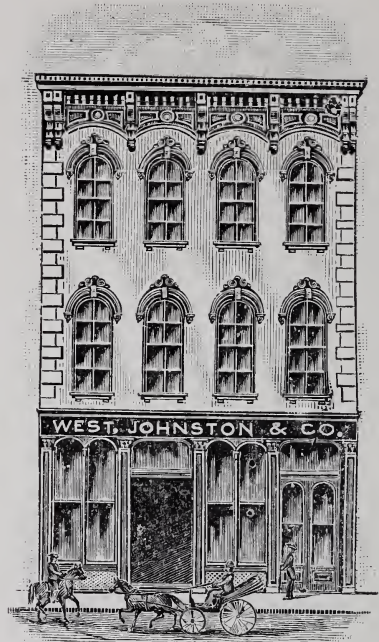
river in 1789. He has been inspector of tobacco and secretary of the State Agricultural Society here, and is well known himself and very generally esteemed.

S. J. BINSWANGER, dealer in paints, artists' materials, glass, mouldings, pictures, and photographers' supplies at 213 East Broad street, near Third, carries a \$20,000 stock. He makes a specialty of the latest art products and of picture frames also, of fresco colors and fancy paints, and he carries the largest lines of these in Virginia.

His place, in fact, is the largest of the kind in the South. A great stimulus has been given to the amateur culture of art hereabouts by his liberal policy of advertising and supplying material at low prices and in extraordinary variety. His art gallery contains the finest specimens of engravings, and oil and water-color work to be seen south of Philadelphia.

He has two men on the road selling for him throughout the Carolinas and Virginias. He is himself a native of the adjoining State, West Virginia. He has been following this line for the last fifteen years. He is secretary and treas-

urer of the J. B. WELSH FURNITURE MANUFACTURING COMPANY, and is a member of the CHAMBER OF COMMERCE.



WEST, JOHNSTON & CO.'S BOOK-STORE.

WEST, JOHNSTON & Co., booksellers, printers and binders, at 911 East Main street, are successors to the old firm of West & Johnston, which was established in 1860. The present firm succeeded it in 1872. This house does a general book-selling and stationery business, with law books and copper-plate engraving as a specialty. It occupies two floors, and the stock carried by it is exceptionally complete and varied. It has its trade, for the most part, in Virginia and West Virginia, but also in other parts of the South. The principals in it are MONTGOMERY WEST and JOSEPH M. SKINNER. Mr. West is a nephew of Captain West, one of the founders of the business. Mr. Skinner has been a partner in the house since 1860. Both have had long experience in the trade. The firm has membership in the CHAMBER OF COMMERCE.

H. M. STARKE & Co., booksellers and stationers, of 909 East Main street, make a specialty of school-books and Sunday-school stationery and literature. They carry usually a \$10,000 stock, and do a large business in Virginia, the Carolinas, Georgia, Alabama and other parts of the South. They have been long established,



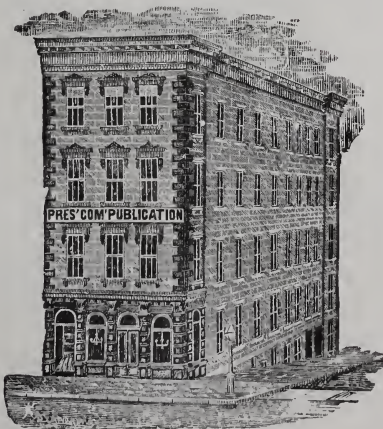
H. M. STARKE & CO.'S BOOK-STORE.

and the head of the house, Mr. H. M. STARKE, having been connected with the business of the American Tract Society for years before he started on his own account, has had a special experience in the line he is in. He is a son of Thomas J. Starke, who began in the business here forty years ago and was in it until his death in 1888, and is also his successor.

Mr. Starke gives particular attention also to the furnishing of school-rooms. He handles desks and supplies of all kinds. He has agencies for the United States School Furniture Company and the Andrews-Demarest Seating Company, manufacturers of church, hall and theater chairs, settees, etc., and has one man on the road pushing his business in this line for him. He carries, in short, the fullest lines of religious and text-books to be found here, and gives particular attention to the matter of furnishing Baptist Sunday-schools with libraries and general supplies.

THE PRESBYTERIAN COMMITTEE OF PUBLICATION of the Southern Presbyterian Churches maintains a book and tract depository at 1001 Main street, corner Tenth, which is managed by Rev. JAMES K. HAZEN, D. D., editor of the "Earnest Worker," "Children's Friend" and "Lesson Quarterly," and by J. D. K. SLEIGHT, business superintendent.

The depository was established in 1861. It is generally engaged in the business of providing the Sunday-schools of the Southern Presbyterian Churches with Christian literature. It occupies a four-story building, which is owned by it. It usually carries a \$20,000 stock, and it does a business of perhaps \$40,000 a year in the Southern States, and some also with Mexico, South America, China and Japan. Its printing



HEADQUARTERS OF THE PRESBYTERIAN COMMITTEE OF PUBLICATION.

is done by contract outside the house. Its real business is selling and publishing, but it does a vast amount of charitable work in supplying books to churches and Sunday-schools that lack the funds to buy. It has twelve colporteurs in its service.

It issued during the past year 14,000 bound volumes; 7,000 tract volumes; 81,000 catechisms; 150,000 "Earnest Workers"; 1,010,000 "Children's Friend"; 1,800,000 Lesson Papers; 75,000 Quarterlies; and 10,000 Primary Lessons.

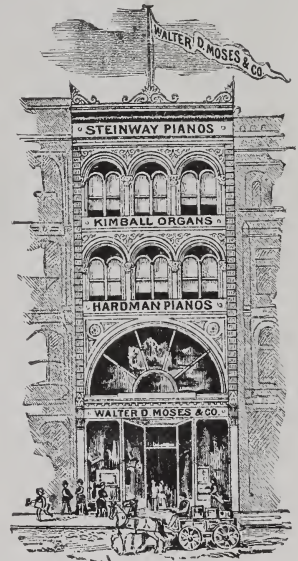
WALTER D. MOSES & Co., 1005 Main street, are dealers in pianos, organs, sheet music, music books and everything in the musical line.

From its prominent situation in the principal business block of Richmond, opposite the Post Office, their store attracts general attention, not unmingled with admiration of its strikingly distinctive style of architecture and its conspicuous front of white and gold.

Their place, inside and out, is the finest of its kind in the South, and, as Mr. Moses is the pioneer of the music business in Virginia, it is the oldest house here in that line. The building is 30 by 155 feet, four stories above and two below ground, well lighted and handsomely fitted with antique oak fixtures and furniture throughout. The stock carried in it is never less than \$50,000 in value.

The first floor is divided into three parts: The sheet-music and small-instrument department is in front; then the Steinway, Hardman and Kimball pianos are displayed in every style of case work and fancy woods, and in the rear is a long line of offices, significant of the magnitude of the business done by this concern.

The second floor contains over 150 parlor organs made by Kimball and Story & Clark; a two-manual pipe organ, built by Jardine & Son, and several of the showy and beautiful Peloubet



WALTER D. MOSES & CO.'S PIANO HOUSE.

pipe-reed organs, that are being used so extensively in large churches. These large organs are blown by the latest improved electric motors.

The third floor is filled with second-hand pianos and organs, some of which are only slightly used, that are taken in exchange for new instruments.

The fourth floor is used for a number of workshops and tuning rooms, where old instruments of all kinds are entirely renovated, inside and out, even to the repolishing of yellow ivory keys.

Then there is the basement and sub-basement for packing and storage.

The stock of musical merchandise includes small instruments, musical novelties and the latest music published, and is the largest carried by any firm south of Baltimore. Indeed, there are few houses of that city that compare with this at all.

The five travelling salesmen of the house have Virginia, North Carolina, Tennessee and West Virginia for their territory, except where the house is represented by branch offices carrying stock, with local managers.

Mr. WALTER D. MOSES is the resident and managing member of the house. Mr. GEORGE DAVIS, of Petersburg, Va., is a full partner, with capital invested in it, but takes no direct part in the management. Mr. Moses is a native of Richmond. He has been in this line for the last fourteen years, and is thoroughly versed in it in all branches.

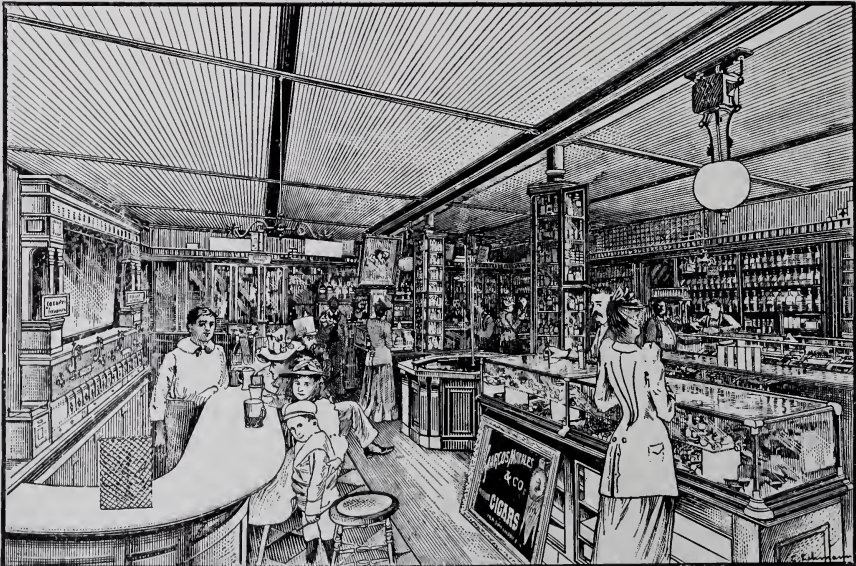
This house does considerable business, it may be added, on the installment plan.

J. W. RANDOLPH & Co., booksellers and stationers, binders and publishers, of 1302 and 1304 Main street, have trade "everywhere from Maine to California," as merchants phrase it, but do business chiefly in the Southern States. They have been established since 1833. They have about thirty employees. Their specialty is the publication of law books and the manufacture of blank books.

Mr. J. W. RANDOLPH, who founded the business and who for many years was head of the house, has practically retired, by reason of old age, from active participation in the management. His son, Mr. N. V. RANDOLPH, is, in reality, the proprietor now. He is proprietor also of the Randolph Paper Box Factory (elsewhere described), one of the largest concerns of that kind in the United States, is president of the Virginia State Insurance Company, and has various other important interests and investments in Richmond and its vicinity. He is a director also of the CHAMBER OF COMMERCE, and is the chairman of its Committee on Business Enterprises.

DRUGGISTS, WHOLESALE AND RETAIL.

THE BROAD-STREET PHARMACY, situated corner of Fifth and Broad streets, is conducted under the name of T. A. MILLER, and is owned by



INTERIOR OF T. A. MILLER'S BROAD-STREET PHARMACY.

a general partnership, in which Turner Ashby and Jackson Miller are the partners. They are both natives of Culpeper county, this State. Mr. T. A. Miller, the senior partner, is a full graduate of the Philadelphia College of Pharmacy, class of 1883, of fifteen years' experience in the business, and he gives his entire time and attention to the affairs of the house. He came here about five years ago from Danville, Va., where he had been in the same line for ten years before. Mr. Jackson Miller holds a responsible position in the office of the Allen & Ginter branch of the American Tobacco Company. He looks after the finances of his firm.

The Broad Street Pharmacy has a large prescription trade, and it makes a specialty of soda and mineral waters, cigars, tobacco, pipes and smokers' articles, perfumery and fancy toilet articles. The firm is agent for the Chase City chloride, calcium and Lithia waters—two that are curative of eczema, sores and scrofulous affections, dyspepsia, kidney troubles, etc. Pamphlets and information concerning them will be furnished by it on application.

This was the first drug store of the city to keep its doors open all night. It is the uptown office also of the *Richmond Dispatch*. Its working force numbers eight—two registered pharmacists besides Mr. T. A. Miller, three clerks and two porters.

W. P. POYTHRESS & Co., druggists and pharmacists, of 919 Main street (William P. Poythress, the "Co." of the firm being nominal merely), are successors to Meade & Baker, established here in 1856. Mr. Poythress was with that firm for twenty-eight years before he began on his own account. He began with them as a boy, and was with them until he succeeded them in March, 1892. He will give his attention to the prescription trade, and will carry, as his predecessors did, a large and varied stock of pharmaceutical preparations. He is eminently qualified for the business.

A. H. ROBINS, druggist and pharmacist, of Second and Marshall streets, has been established in that line here since 1866. He does a very handsome prescription business, and is a manufacturer of a number of proprietary articles,

among others, "Soothing Balm" for chapped skin; "Aromatic Phosphate," a brain and nerve food; "Phlorizine Cough Syrup"; "Copo-



A. H. ROBINS' DRUG STORE.

done Liver Pills"; "Beef, Iron and Wine," "Aromatic Tonic Bitters"; "Pearl Gloss" tooth-powder; "Ringworm Lotion"; "Poison Oak Lotion"; "Iodide of Sarsaparilla", etc. These specialties find ready sale here, and also in all the country adjacent to the city. He can furnish besides, upon short notice, every article and remedy needed in sickness, of the best quality and in quantity to suit.

Mr. Robins is a native of Gloucester county, but has been a resident here pretty much all his life, except during his service in Mahone's Brigade from '61 to '65. He was with the old house of Meade & Baker prior to the war.

L. WAGNER, wholesale and retail dealer and importing druggist, of Sixth and Broad streets, has followed that line here since his twenty-first year continuously, the four years of the war excepted, during which time he served in the Confederate army. He has been a director of the State Central Lunatic Asylum, and also was, for more than fourteen years, a member of the City Council.

He mastered the drug business here in his youth. He has a handsome trade, particularly in chemical and pharmaceutical preparations, fancy and fine toilet goods, rubber goods, and druggists' sundries of the best home and foreign make. He imports, also, some of the finest Eau de Cologne and other goods direct from

Germany, and his preparations, the Compound Syrup of Hypophosphites and "Cream of Almonds," are considered standard in this market. A long and successful business career, extending over thirty-four years, has made his establishment one of the best and most substantial in the State.



PURCELL, LADD & CO.'S ESTABLISHMENT.

PURCELL, LADD & Co., wholesale druggists, at 5 Governor street, is the leading drug house in the State, and is the oldest jobbing house of its line in the South. It occupies a place 30 by 150 feet, of six floors, and has a three-story warehouse in the rear besides for its heavy goods and surplus stock. It carries usually \$60,000 worth of stock on hand, and handles, perhaps, five times as much in annual sales. It has three men on the road traversing the two Virginias, the Carolinas, Georgia and Tennessee. It has twenty-nine employes altogether, and is, in fact, a house of the very first order in resources, reputation and trade.

It was established in 1840 by Mr. JOHN PURCELL who is still actively identified with its management. He is now in his seventy-sixth year, and is enjoying the fruits of a well-spent life. His son, Mr. JOHN B. PURCELL, distinguished here as a bank director, and as the last president of the CHAMBER OF COMMERCE, is associated with him in the management. Mr. John B. Purcell is interested in many local enterprises, and is one of the most active and capable business men in Richmond. He has been one of this firm for twenty-five years—was

brought up in the business, in fact, and knows it in its every detail.

The stock handled by this house embraces, besides drugs, chemicals and druggists' sundries of all sorts, paints also and mineral waters. The house has the agency for all the principal Virginia springs waters, the healing properties of which are known the world over. It deals, also, in standard dyes and varnishes, and in oils of all kinds. It is Southern agency for Marx & Rawolle's Chemically Pure Glycerine, so well known to manufacturers of tobacco, and it imports largely of olive oils for manufacturing and table purposes.

R. G. CABELL, JR., & Co.'s handsome drug store is shown by an interior illustration on this page. It is at the corner of Third and Main streets. This firm has for its members R. G. CABELL, Jr., M. D., and T. WILBER CHELF, Ph. G., druggists and chemists, who are also proprietors, under the firm name of CABELL & CHELF, of a branch store at 106 North Pine street, between Franklin and Grace streets.

Dr. R. G. Cabell, Jr., has always resided in this city, and is a graduate of the Medical College of Virginia. After several years' hospital experience, he was appointed assistant superintendent of the Central Lunatic Asylum, where he discharged his duties till 1886, when he abandoned his profession and entered the drug business. Mr. T. Wilber Chelf is a Virginian also by birth, who, after completing his apprentice-



R. G. CABELL, JR., & CO.'S DRUG STORE.

ship in Baltimore, graduated from the Maryland College of Pharmacy, soon after which he came to this city and, in partnership with Dr. Cabell, established the present firm at 223 East

Main street, and in 1891 started with him their branch store.

They have the largest retail establishment in the city. They carry a complete stock in both places, embracing foreign and domestic chemicals and drugs, rubber and bristle goods, pharmaceutical and proprietary articles, tobaccos, imported and domestic cigars, mineral water, etc.; in fact, everything usually kept in a first-class drug and chemist's store. They make a specialty of fitting trusses, suspensories and female supporters; also of eye-glasses and spectacles. They have a State as well as city trade,

studied first for the medical profession, but abandoned that pursuit on account of failing eye-sight, and has devoted himself entirely to the drug trade. He carries a very complete assortment of homœopathic medicines and handles all the standard remedies of that classification.

JEWELRY STORES.

D. BUCHANAN's jewelry establishment, at 111 East Broad street, is one of the finest and most attractive in the South. It is handsomely fitted up, and it contains a stock as complete and as



INTERIOR OF D. BUCHANAN'S JEWELRY STORE.

and do a large prescription business, which department is always in charge, both day and night, of a graduate in pharmacy.

Persons visiting the city will do well to call on them when in need of anything in their line.

R. POWELL DUNN, druggist, of 705 East Main street, is a dealer entirely in homœopathic remedies, and is a pharmacist registered by the State Board of Virginia. He is an Englishman, but has lived here for twenty years. He began

varied as any of the best concerns of the kind in the leading cities.

The *Keystone*, a journal of the jewelry interest with a circulation in the country at large, makes special mention of Mr. Buchanan and his establishment in a recent issue, in the following terms:

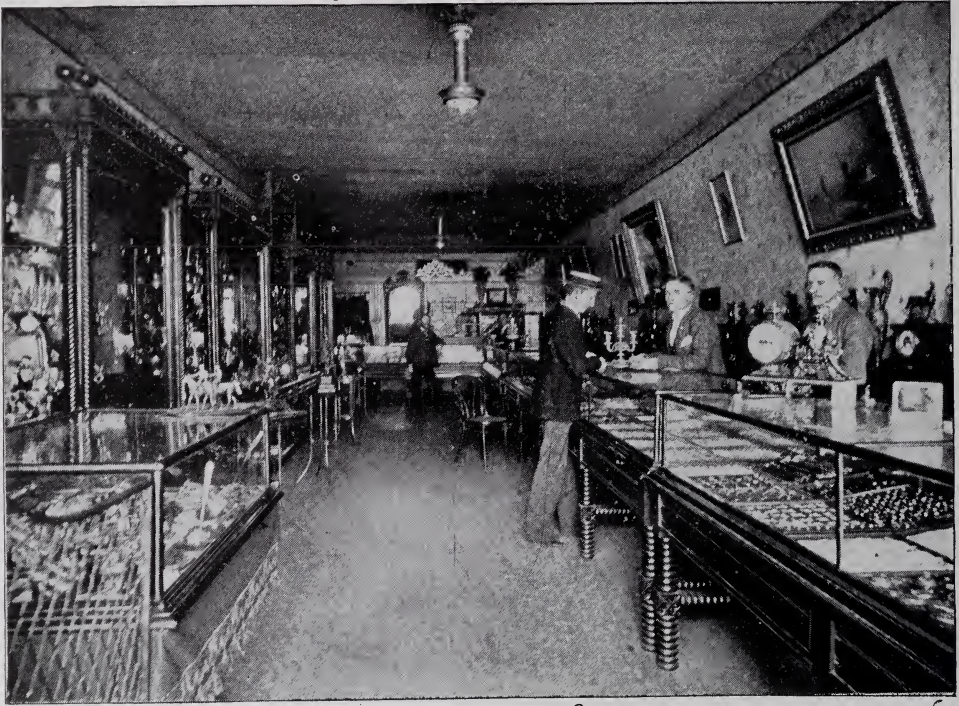
"Mr. D. Buchanan's store, on East Broad street, Richmond, is distinguished for its wealth of mirrors, fine plate-glass show cases, and artistic display of stock. There are no less than

nineteen display cases, nine counter cases, nine wall cases, and a very large center case, in it. These require a store 100 feet deep to accommodate them. The place is further set off by sixteen fine French-plate mirrors, and two very large ones of the same description so placed that, from almost any standpoint, the interior is seemingly duplicated by the reflection from these; the whole producing an impression calculated to arrest the duller eye.

"A view of the interior of this fine store, accompanying this matter (page 263), serves to convey to the reader something of its attractions.

"Mr .Buchanan carries in this place \$35,000

of ten years, and at twelve was at the watch-board repairing time-pieces and jewelry. He began in the business on his own account while still a young man in the same city, and remained in it there until 1871, when failing health induced him to come over the water for a change of climate. He brought his family here, and was for eight years resident on a large farm in Lunenburg county, Va., and until he and his family tired of country life. Then he opened a jewelry store in Petersburg. That was in 1879, and in 1885 he removed here, leaving his two sons to continue in the 'Cockade City of the Old Dominion,' as Petersburg de-



INTERIOR OF SPOTT & SPOTT'S JEWELRY STORE, BROAD STREET.

to \$40,000 of stock, and gives special attention to the repairing of fine watches, in which he is adept. He has been in the business for fifty-three years—for seven years of that time in the City on the James.

"He is of Scotch birth, but has been resident so long in Virginia as to be thoroughly identified in spirit and sentiment with its people, and he has property interests that bind him to it as well. He mastered his trade in his native city, Glasgow, under his brother Robert, a jeweler of that place. He began in it at the early age

lights to be called. He has, as we have intimated, been exceptionally successful in Richmond, and his place is a favorite with the jewelry buyers of that important Southern burg."

SPOTT & SPOTT, manufacturing jewelers, of 405 East Broad street, are father and son. Mr. CHARLES SPOTT, Sr., the father, established the business of the house in 1854. Mr. CHARLES SPOTT, Jr., has been a partner in it since 1889. They are leading manufacturing jewelers of the city, and as such they have trade in Georgia

and the Carolinas as well as in this State. They supply jewelers everywhere in these States. They carry, besides, a general stock of watches and jewelry, silverware, etc. Their place is handsomely fitted up, and they make an elegant display in it. A cut of its interior is on page 264. Mr. Spott, Sr., manages the mechanical departments; his son is manager of the sales departments. They carry a \$20,000 stock, and sell about \$50,000 worth a year.

W. A. SPOTT & SON, watch-makers and jewelers, of 1102 East Main street, is a house known in the trade as a leading Southern house. It is an old one also.

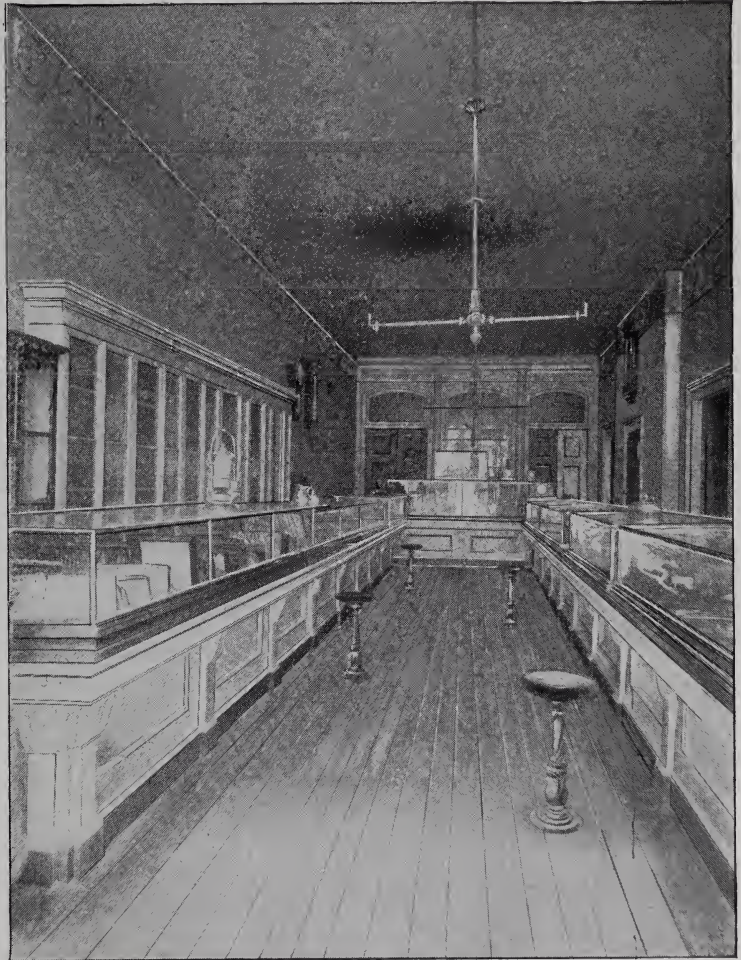
Its business was established in 1848 by the late W. A. Spott. A year later it became Spott & Milling, and so continued until Mr. Milling was lost at sea in September, 1856, by the sinking of the steamer *Austria*. Mr. W. A. Spott was then sole proprietor for thirty-five years, and until a few months before his death.

His son, Mr. V. E. A. SPOTT, had been associated in the business for many years, and was admitted to a full partnership at the beginning of 1891. Mr. Spott, Sr., died in September of that year, and Mr. V. E. A. Spott then became sole proprietor of a very profitable business.

His place is, as the engraving accompanying this mattershows, handsomely fitted up. The display it makes of crystal plate, French mirrors and burnished plating, not to speak of its stock of fine watches, jewelry, gems of every description and articles *de luxe*, justifies the figure of speech by which it is denominated the "Richmond Diamond Palace." It is an establishment first class in every particular. It has competent men employed to do watch work

and repairing. Mr. Spott is, by long experience, familiar with the trade in all its bearings, and is regarded by all who have had dealings with him a thorough business man.

C. LUMSDEN & SON, watch-makers, jewelers and opticians, of 731 East Main street, date from an establishment made in 1835 by C. Lumsden, the father of the present proprietor,



INTERIOR OF W. A. SPOTT & SON'S JEWELRY STORE, MAIN STREET.

who was a partner in the house for twelve years before the death of the original founder in 1888. He is a native of Petersburg, but came here when quite young, and has made this city his home ever since. He is a member of the CHAMBER OF COMMERCE, and rated with the most substantial men of his line here.

He was raised to the business under his father

and is thoroughly proficient in it. He has customers all over the State. His specialties are fine watches and fashionable designs in jewelry, wedding and holiday presents and imported novelties.

In his optical department he makes a specialty of fitting eye-glasses and spectacles. He has a department in which fine watches are repaired and adjusted also.

A. F. JAHNKE, watch-maker and jeweler and optician, of 912 East Main street, mastered his trade in Germany. In 1852, on September 1, he came here. He began on his own account here, in 1858, in partnership with S. A. Myers. He acquired the sole ownership of the business later, and has continued it ever since. He is the oldest watch-maker in the city, and has the reputation of being the most experienced also.

His son, A. F. JAHNKE, Jr., is associated with him in the business. They do work for many of the other jewelers here, as well as for the public generally.

J. T. ALLEN & Co., successors to James Q. Kersey, 1327 Main street, are dealers in watches, clocks and jewelry. They have been established eight years, and carry a stock valued at from \$10,000 to \$15,000. They do business in North Carolina, as well as in this State, by means of both the mail and express, and they make a specialty of cleaning and repairing watches and clocks, etc.

Mr. J. T. ALLEN is a business man of long experience in the trade. He was with Kersey formerly for twenty-five years. He learned the jewelry business with him. His partner, Mr. C. P. RADY, is a native of Richmond. He is a man of means, and as he does not actively participate in the business, the entire management falls on Mr. Allen, through whose exertions success has been achieved.

This firm buys old gold and silver, and exchanges new goods of its line for old.

I. GODDARD, practical watch-maker and jeweler of 906 East Main street, has been a resident and business man here for forty years. He learned his trade in England before he came here, and at first was connected with Mitchell & Tyler, jewelers of this city, and then with Goddard & Moses, watch-makers and jewelers. He started on his own account about a year ago. He is a very skillful workman, and has reputation in the trade as such. He is an Odd-Fellow,

and has been a member of the Richmond Greys for thirty years. He was in the Confederate service, in Mahone's Brigade.

JOHN F. KOHLER, watch-maker and jeweler, of 715 Broad street, has been established since 1856, and is, in fact, the longest established merchant on Broad street. He is an experienced and skilled mechanic, and he has acquired, by strict and upright business principles, the entire confidence of the public. His store is rendered attractive with a carefully selected and large stock of diamonds, of the best quality only; American gold and silver watches of all grades; jewelry of the latest styles; sterling silver and the finest silver-plated ware, silver novelties, spectacles, eye-glasses, opera-glasses, etc.

He is assisted in the business by his sons, C. FRED and E. CHARLES, and by his brother-in-law, Mr. J. J. SPILLING, all of whom are expert artisans also, so that all new work and repairing entrusted him will be executed in the best possible manner and at a reasonable charge.

THE RICHMOND OPTICAL COMPANY, of 16 East Broad street, was established not long since, but is already doing a business that promises to make it, ere long, one of the largest houses of the kind in the State. An extensive and varied stock has been laid in by its principals, embracing field, opera and marine glasses, magic lanterns, scientific instruments, etc.

The main business of the company, however, is the manufacture of eye-glasses and spectacles, of prevailing styles, with gold, silver, aluminum, nickel, steel, and shell frames, etc.

It also carries a valuable stock of French artificial eyes, which are excellent imitations of the natural ones.

It has the most improved methods of adapting glasses to aid the sight, and its experts render their service for consultation, examining and prescribing glasses, free of charge.

The principals in this company are Professor ALPHONSE METZGER, who has charge of the examination rooms, and Mr. L. KAHN, business manager.

Professor Metzger is, as his name signifies, a German. He is a native of Rhinepfals, and the son of a wine merchant of that part of the world well known to many American importers. He was educated in Paris. He is an inventor of considerable note. His private studio is a perfect magazine of drawings and models of many

articles patented by him that have been a benefit to humanity.

Both he and Mr. Kahn are accomplished lin-



PROF. ALPHONSE METZGER,
Of the Richmond Optical Company.

guists, and the latter is a well-known figure in business circles here.

STABLES—BOARDING AND SALE.

SAMUEL B. NELSON, Central Livery, Boarding and Sales Stables, 1319 and 1321 East Franklin street, are classed among the finest in the city, and Mr. Nelson is considered by his associates in the business one of Richmond's cleverest horse-men. As a boy it was his ambition to breed and own "cracks," and he was but a youth when he embarked in the stable business in Manchester, across the river from Richmond, where he was born. He continued in business there until about eight years ago, and then, to enjoy the advantages of the wider field afforded by a larger city, moved over here and established himself. He has been entirely and unqualifiedly successful, and has made his place the resort of those who want a fine roadster, either to hire or buy.

He has rigs of the very latest styles. His trade is a fashionable one, embracing the merchants of the down town precincts of the city, and guests of the Exchange & Ballard and the Davis Hotels, which are but a stone's throw from his place. It is near the Post Office, banks, and exchanges of the city also. It has accommodations for seventy-five head of horses, and it usually houses about forty head of road horses for driving or riding purposes.

Mr. Nelson is of note here, also, as an owner and trainer of track horses. His taste runs chiefly to trotters, and he has some good ones. He is the owner of the famous "Money Hunter," sire of many fine colts and horses owned here, who has a record of 2:25½. This was made by him at Baltimore, August 26, 1891, and that, too, on a half-mile track and in a field of seven horses. Other choice ones owned by Mr. Nelson are: "Pimlico," a fine young stallion by Pamlico, 2:16¾, a half interest in which recently fetched \$10,000; "Lila," a filly three years old, by Egwood, 2:23, which filly is now in training for work on the Virginia, Maryland and Delaware trotting circuit; and "Miss Nelson," three years old, with a record of 2:28½. The latter started in six races during this, the '92 fall season. She won three, was second in two, and is now on circuit in North Carolina.

BENNETT BROTHERS' "WESTERN STABLES," corner of Belvidere and Broad streets, were established about five years ago by the father of the present principals in them. These stables are new, and their appointments are of the latest style. About forty horses are maintained for livery purposes, and nearly all of the driving rigs called for at Ford's and Murphy's, and other leading hotels here, are furnished by them. They have accommodations also for about thirty boarders.



SAMUEL B. NELSON,
Stableman and Fine Horse-Owner.

Their premises are among the most commodious of the kind in the city. Their frontage is 40 feet and the depth is 150 feet. They are two-stories in height; access is afforded them both on Belvidere and Broad streets, and this spacious establishment gives them the finest facilities for the business. Bennett Brothers own these premises. They put up the building, especially for their business, three years ago.

The proprietors, Messrs. A. J. and A. W. BENNETT, were raised to the business under their father, and are thoroughly conversant with it. It is their ambition to run a first-class place in first class style, and it is generally admitted that they do so.

is threefold. It embraces a livery, a trading and transfer department. It should also be noted that he has large storage rooms, where he takes care of furniture and other commodities committed to his care. He has special appliances for moving theatrical scenery, and does the bulk of this class of work here.

Mr. Sweeney has been in the business here nearly thirty years. He was in the tobacco line for a time, and then in the express business, and since 1876 has been in his present vocation.

B. WITTKAMP, Jr.'s livery, boarding and sales stables, 212 to 216 Second street, were established by T. C. Bennett seven years ago, and



SWEENEY'S AMERICAN STABLES

SWEENEY'S AMERICAN STABLES, at 9 and 11 South Eighth, and 14 and 16 South Tenth streets, are the largest and finest livery premises in Richmond. The building they are in is owned by Mr. Sweeney, and was put up especially for this business, and consequently affords the best possible facilities for it.

There are ample accommodation for 160 head of stock, and this is about the number that is usually kept, including both boarders and livery horses.

The business, as carried on by Mr. Sweeney,

were bought out by Mr. Wittkamp afterwards. He has thirty-one head of livery stock, and accommodations besides for boarders. His appointments embrace the finest of hacks, hearses, buggies, carriages, saddle horses, etc. He has an elevator in the stable. The building is large, light and airy, and special attention has been given in building it to the comfort and health of the stock which it is to house. Mr. Wittkamp has a farm three miles from the city. He raises his own feed on it and also takes horses to board there.

The ROANOKE STABLES, 207 and 209 North Seventh street, just in the rear of the Richmond Theater, have been established now going on ten years. They are owned and are directed by T. M. HILTZHIMER, an experienced horseman, who makes light livery and pleasure rigs a specialty. He has about twenty fine teams for hire, and has turnouts of the very latest styles. His roadsters are all spirited and speedy animals. He also takes boarders, and has fine accommodations therefor.

Mr. Hiltzhimer is a native of the city, and is a man of property and standing. He is a director of the Citizens Building Company, No. 1, and is president of Citizens Building Company, No. 6.

The GREAT SOUTHERN HORSE AND MULE BAZAAR, of 1806 to 1812 East Franklin street, is the largest sales stable of the South. It has regular auction sales days and facilities to keep two hundred head in barns and sheds at once. It usually has fifty head on hand, and its weekly receipts from Iowa, Illinois, Kentucky, Indiana, and Missouri, are perhaps a hundred head a week. It is successor to E. Bossieux since January 1, 1892. Its principals are Colonel DAVID MACFEAT, who is auctioneer for it, and H. E. KLINE, its general manager.

These stables were built in 1876, and are the finest sales and exchange stables in the city. They are fitted up with every appliance for the comfort of stock. They are 60 feet front by 165 feet deep, and three stories high.

Colonel Macfeat is a resident of Philadelphia, and is auctioneer for the William Penn Bazaar, the largest sales stables in that city. Mr. Kline came here from Phoenixville, Pa., where he was

largely interested in trotting stock. He has disposed of all his stock there, however, and gives his attention entirely to the establishment which this account describes.

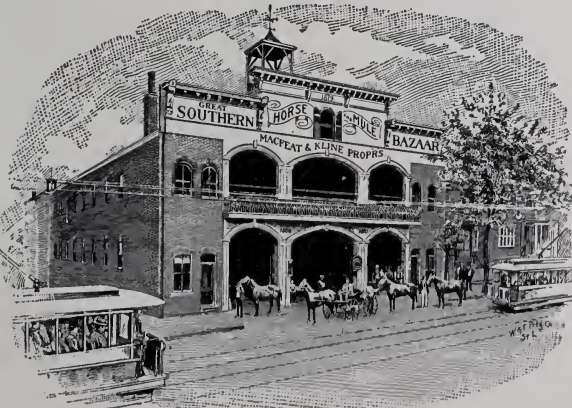


J. R. MOUNTCASTLE, Stables.

J. R. MOUNTCASTLE's livery, sale and exchange stables, 18 South Tenth street, have as fine driving teams as the city affords, with rigs to match. There are, indeed, few stables anywhere that have facilities superior either for boarders or for supplying livery customers with stylish turnouts to those of this concern.

Mr. Mountcastle was in the stove business formerly, but has been established in this line about twenty years.

He is owner of the stallion "Willnut," which is in service at his place at present writing. He pays special attention, in fact, to the care and handling of fine blooded horses, a large number of which he has usually on hand, either as boarders or for sale, and among these, always, animals that for style, gait and other desirable qualities are up to the standard prevailing anywhere in the land. He is a familiar figure among horsemen here. His photo is accurately reproduced in the engraving on this page.



GREAT SOUTHERN HORSE AND MULE BAZAAR,
Macfeat & Kline, Proprietors.

W. DELLIE SUTHERLAND is the proprietor of the "Lafayette Stables," 7 and 9 North Eighth street, which were established thirty-five years



W. DELLIE SUTHERLAND'S LIVERY STABLES.

ago by W. H. Sutherland, his father, who had the first landau brought south of the Potomac. These stables have long been known as the best appointed at Richmond. Mr. Sutherland keeps forty head of fine driving horses for livery business, and besides has numerous boarders.

He has the only park wagons here, and he is the only person furnishing awnings for weddings, receptions, etc. He makes a specialty of driving rigs for tourists, and is prepared to accommodate that class of patrons in number from a single person to a party of hundreds. To this branch of the business he gives personal attention.

He keeps abreast with the times, in short, as his father did before him. He is considered the most enterprising and progressive man in this line of business here. He can furnish Victorias, coupes, landaus, hansoms or Gurney cabs at all hours.

He is a member of the CHAMBER OF COMMERCE.

M. E. GARTHRIGHT'S RICHMOND TRANSFER COMPANY, 102 Shockoe Slip, has an outfit of seven teams, valued at \$7,000, and stables at Twentieth and Marshall streets. This transfer line has been running ever since the war. It does a great deal of heavy draying in and about the city. It is owned by M. E. GARTHRIGHT and managed by SAMUEL GARTHRIGHT.

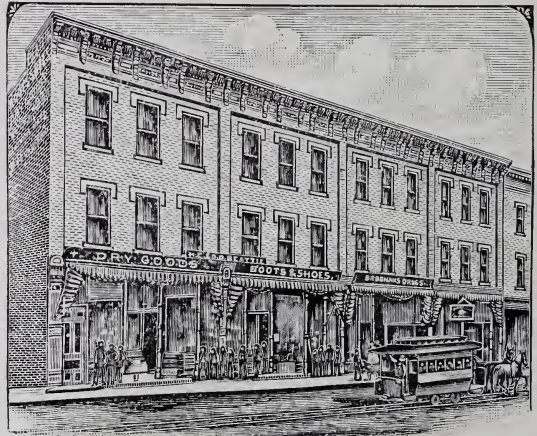
This company has facilities for moving safes, machinery, stone, and other heavy hauling, equal to any here. It is largely engaged in

hauling tobacco to and from the warehouses and factories of the city.

MANCHESTER HOUSES.

H. C. & D. D. BEATTIE, dealers in dry goods, boots, shoes and general merchandise, at 1223 and 1225 Hull street, MANCHESTER, are the leading firm of that line in that city. They have been established since 1872. They own the property they occupy, and are largely interested also in Manchester improvements. Mr. H. C. BEATTIE is president of the Home Building and Loan Association, and of the Forest Hill Park Land Company, and is a director of the Manchester Land Company. He lives in a handsome residence which he has recently completed at Forest Hill, a most attractive suburb of Manchester.

Mr. D. D. BEATTIE is also interested in these same projects. He looks after the sales of the house, which, with a \$20,000 stock usually carried, are upwards of \$50,000 a year, while Mr. H. C. Beattie manages the finances. The latter is a member of the Manchester City Council. The brothers hail originally from Pennsylvania, but they have been residents of Manchester for twenty-one years.



H. C. & D. D. BEATTIE'S PLACE, MANCHESTER.

BOWEN & BRADLEY, general merchants, of 1301 and 1303 Hull street, MANCHESTER, handle groceries, liquors, hardware, lumber and feed, and make a specialty of the trade in lumber. Their place covers half a square. The lumber yard is in the rear of the store. They usually carry a stock of about \$20,000 worth, and do a business, in Manchester and Chesterfield county, of about \$100,000 a year.

Mr. BOWEN, of this firm, is a member also of

the firm of A. D. Shotwell & Co., engaged in tanning here; and he and Mr. BRADLEY are largely interested in other local enterprises,



BOWEN & BRADLEY'S PLACE, MANCHESTER.

landed and developmental chiefly, but manufacturing and financial also. They are two of the most substantial business men of Richmond's sister city.

NUNNALLY & BRO., dealers in groceries and liquors, at the corner of Eighth and Hull streets, MANCHESTER, have a two-story place and a warehouse besides for heavy goods. They are leading grocers of the other side of the river. They are natives of this city, have been merchants



NUNNALLY & BROTHER'S PLACE, MANCHESTER.

of Manchester since 1872, and are men of substantial resources. They own considerable Manchester property and country lands as well,

T. B. CERSLEY, grocer, butcher and liquor dealer of the west end of Hull street, MANCHESTER, began business there long before the war. He owns the property he occupies, and about two blocks of land besides, covered with improvements. He has his own slaughter house, and there kills his own meats.

Mr. Cersley is president also of the Manchester Pickling, Preserving and Canning Company, one of the principal industrial concerns in Manchester.

He is a native of this part of the country. During the war he served in Mahone's (Virginia) brigade, C. S. A. His portrait accompanies this sketch.



T. B. CERSLEY,
Merchant of Manchester.

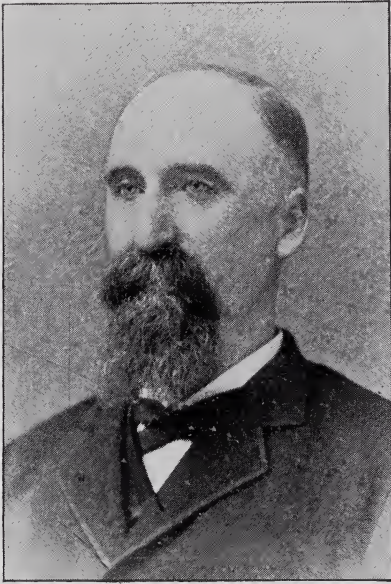
A. J. DAFFRON, dealer in furniture and mattresses, at Sixteenth and Hull streets, MANCHESTER, is a son of WILLIAM DAFFRON, the well-known furniture dealer of Richmond, with whom he was for some ten years after leaving college, and thus had acquired experience in the business. He established himself in Manchester in August, 1889, and he has built up a very handsome business.

He handles house furnishings and furniture of every sort, and carries a very full and complete stock. He has a very large patronage among the country people of Chesterfield county

as well as a Manchester custom, and he does business both on the cash and installment or time-payment plan.

The cut accompanying, on this page, shows his place of business.

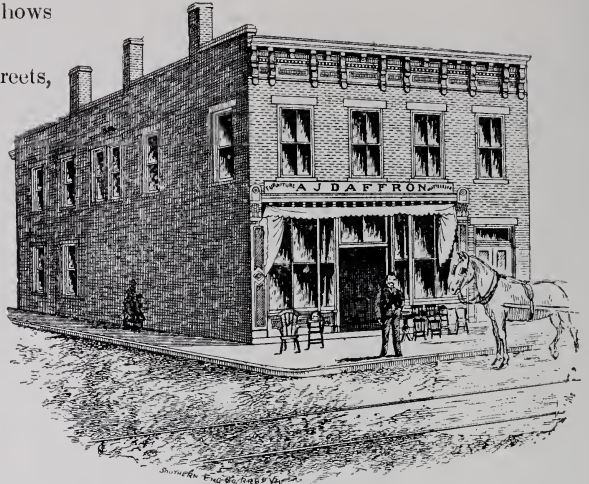
J. S. SYKES, of Seventh and Semmes streets, MANCHESTER, maintains there a wood and coal and lumber yard covering two acres. He has a side track from the Atlantic Coast Line Railroad, and he has a steam plant for sawing wood. He cuts bills of lumber to order also. Mr. Sykes is a native of North Carolina, but has been a resident here for the last twenty-seven years. He was a railroad engineer before he embarked in his present line.



J. S. SYKES,
Merchant of Manchester.

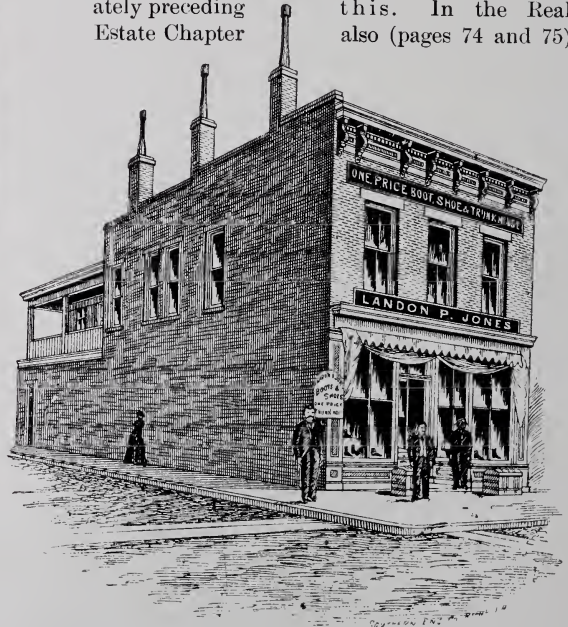
LONDON P. JONES, of No. 1200 Hull street, MANCHESTER, is the leading dealer in boots and shoes of that burg; his, in fact, is the only exclusive shoe house in the place. Mr. Jones is a native of the city and is a railroad engineer by trade. He abandoned that business about four years ago to take up his present line. He carries a finely-assorted stock of \$10,000 worth of goods. His sales will aggregate about \$30,000 a year. He makes a specialty of the J. X. Faust & Son ladies' and children's

fine shoes, manufactured in Havre de Grace, Md. A cut of his establishment is shown below.



A. J. DAFFRON'S MANCHESTER FURNITURE HOUSE.

The foregoing are sketches of what may be considered the representative mercantile concerns of Richmond's sister burg. The real estate men of Manchester have mention in our chapter on that topic (pages 60 to 80), and the manufacturers of the place under appropriate classifications in the chapter immediately preceding this. In the Real Estate Chapter also (pages 74 and 75)



LONDON P. JONES' MANCHESTER BOOT AND SHOE HOUSE.

there is a sketch of the city itself—treating briefly of its government, attractions for business, residence and investment prospects, and

characteristics generally. Illustrations accompany most of this Manchester text, and others are scattered through the book.

RICHMOND'S COMMERCE, GENERALLY—1892.

Grand aggregate (equivalent of clearings and including manufactures, real estate and improvements, retail trade, etc.) \$127,500,000.

Of which the wholesale trade was \$54,500,000

Manufactures \$42,250,000

A total of \$96,750,000

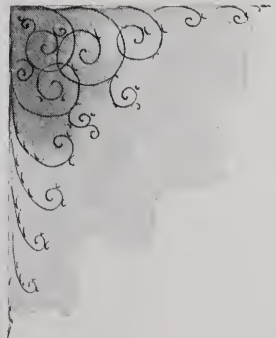
Sales of 300 jobbers, with 800 drummers and \$8,000,000 capital (100 per cent. increase in 11 years) \$36,250,000

Groceries \$14,250,000

Fancy groceries (including woodenware, confectionery, tobacco, etc.) . . . \$2,650,000

Provisions	\$4,700,000
Cotton and cereals	\$3,500,000
Other domestic produce	\$4,000,000
Exports unmanufactured	\$6,250,000
Dry goods and clothing	\$4,750,000
Furniture and house furnishings	\$3,100,000
Coal, lumber, and building material	\$2,500,000
Hardware, machinery and implements,	\$2,000,000
Boots and shoes, trunks, etc.	\$2,000,000
Drugs and paints	\$2,000,000
Live stock, horses and mules	\$2,000,000

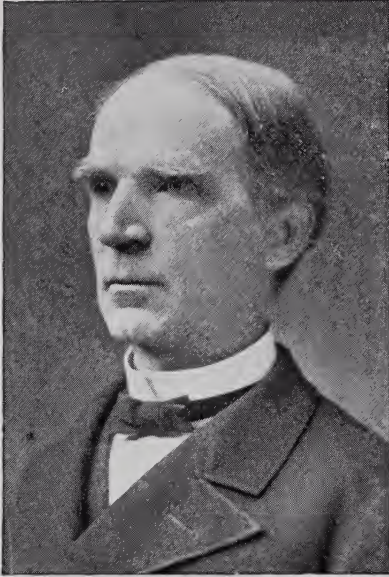
JOBGING FIELD.—Virginia, West Virginia, Maryland in part, Eastern Kentucky and Tennessee, the Carolinas, Georgia and North Alabama.



FIRST CHURCH AND SCHOOL AT HIGHLAND SPRINGS,

E. S. READ'S SUBURBAN ADDITION TO RICHMOND, ON RICHMOND & SEVEN PINES ELECTRIC RAILWAY.

A CHAPTER SUPPLEMENTARY.



WILLIAM WIRT HENRY.

HON. WILLIAM WIRT HENRY, grandson of PATRICK HENRY, is accorded the post of honor in this gallery of the professional men of Richmond, not for his descent alone, though for this he would be conspicuous in any company, but for his own merit and reputation, and as a type, distinctively, of the Virginia advocate, legislator, scholar and historian.

Type of the advocate certainly he is, as a leader of the Bar here for twenty years, and in appellate practice particularly; type of the legislator also, as a champion of good faith and public morals in two stormy sessions of the House of Delegates and one of the Senate of the Commonwealth during the Readjuster regime; type of the scholar, too, as defender of the honor of his State against the aspersions cast upon Smith and Pocahontas, Raleigh and other Virginia worthies by the whole school of New England critics; and type of the historian, if Carlyle's dictum, that "the history of nations is the history of their great men," has any weight, as the biographer of one of the most heroic personages, Washington himself scarcely excepted, in all American history, his own illustrious grandsire, Patrick Henry.

Mr. Henry himself was born at Red Hill, Charlotte county, Va., the famous seat of the Henrys, and the burial place of the great orator and of his second wife, Dorothea Spottswood Dandridge, granddaughter of knightly old Governor Spottswood, from whom, as the son of her son, our subject is also descended. He was educated at the University of Virginia, was admitted to the Bar in 1853, and was already a lawyer in excellent practice and standing when the war came on. During the war he served under the banner of the Confederacy in North Carolina and Georgia, and at its close, accepting the result as a finality, resumed the practice of his profession at his old home in Charlotte. In 1873 he came to Richmond, and at once sprang into prominence as a lawyer of exceptional learning and ability. He was in the Legislature from 1877 to 1883. In 1876 (fitting choice) he delivered the oration at the Philadelphia Centennial, and in 1891 he became president of the American Historical Society. He is president now of the Virginia Historical Society and Commissioner from Virginia in the Peabody Board of Education.

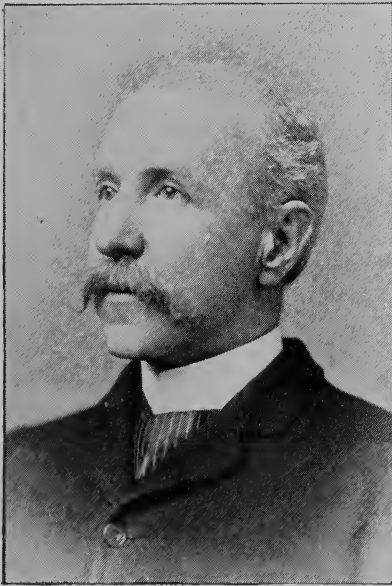
Of late years he has given less of his time to his profession and has devoted himself largely to literature—to the historic muse especially, of which he had long been a devotee. He has written, among other papers, "The Truth Concerning George Rogers Clark"; "The Rescue of Captain Smith by Pocahontas"; "Patrick Henry the Earliest Advocate of American Independence"; a paper on Sir Walter Raleigh, and many on the earlier stages of the growth of Virginia; and has only lately finished the work upon which his fame among men of letters must rest—the "Life, Correspondence and Speeches of Patrick Henry."

In appearance Mr. Henry is tall and slender, with a strongly-marked countenance, wearing something of a resemblance to that of his distinguished progenitor, as pictures here portray him. In private life he is kindly and affable, but fond of his study, and though not unsocial, of singularly retiring disposition. He has an extensive library, embracing one of the largest private collections of works bearing on Virginia history in the State, and in this he delights to be cloistered.

A high-minded, honorable and cultivated gen-

tleman he is, wearing worthily the surname of glory transmitted him—the immortal name, one of the few not born to die, this name of Henry! The name of the ideal orator, patriot, liberator; of the most kindling and enthralling orator, perhaps, of all time! Of that orator whose voice, echoed like a clarion from the Williamsburg sitting of the Virginia House of Burgesses, over the sea, through the vaulted chambers of Whitehall and St. James; and from the tabernacle of St. Johns in this city, in 1775, like a tocsin summoning the colonists to arms! Whose voice was the voice of the herald, the forerunner of this Republic of ours, the voice prophetic and inspired!

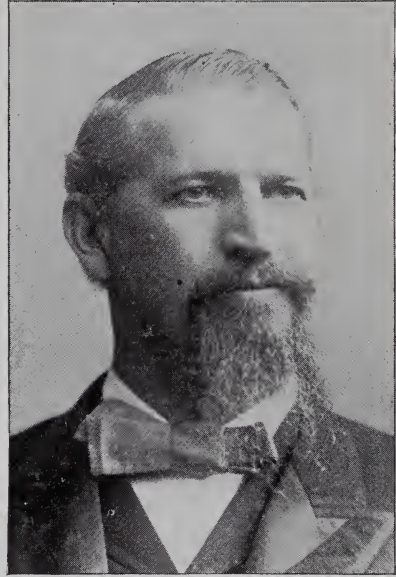
SAMUEL D. DAVIES, attorney at law, of 22 Hanewinkel Building, is a native of Chesterfield county, this State, and is a great-great-grandson of Rev. Samuel Davies, A. M., who was president of Princeton College in 1759-61. He was educated at William and Mary College, and was admitted to the Bar in 1866. He began practice in Petersburg in the same year. He remained there until 1877, when he was chosen professor of law in Richmond College. He occupied that posi-



SAMUEL D. DAVIES, Attorney.

tion for five years and then resumed his practice. He has a general practice, taking him into all the courts, State and Federal.

CARDWELL & CARDWELL, attorneys, of 4½ North Eleventh street, are father and son. Mr. R. H. CARDWELL, the senior member of the firm, is of note in the political life of the State, as a mem-



R. H. CARDWELL, Attorney.

ber of the Legislature, representing Hanover county for twelve successive years, and as Speaker of the House for six years. He was unanimously chosen by that body as a member of the State Debt Commission, composed of seven members, who effected the recent settlement of the State debt, and was presidential elector in 1884.

He is a native of North Carolina, but married a Virginian, a daughter of the late Edward C. Howard, city clerk of Richmond. Upon the close of his service with the army of Northern Virginia during the war, Mr. Cardwell returned to his native State and resided there until 1869, but in the fall of that year he came to Hanover county, where he has since made his home, with his law office in this city since 1874.

His portrait is presented herewith.

Mr. W. D. CARDWELL graduated from the University of Virginia, class of 1889, and began practicing with his father soon thereafter.

They have a very large miscellaneous practice in this city and adjoining counties, which takes them into the higher courts, State and Federal.

WILLIAMS & BOULWARE, attorneys at law, of 1104 East Main street, are notable as counsellors for some of the great corporations of this part of the country, and especially the banks and insurance companies here. They make a specialty, in fact, of practice in that line. They frequently have cases that take them into the higher courts at Washington. As a firm they are successors to Johnston, Williams & Boulware, established in 1872, which firm succeeded Johnston & Williams, established in 1867.

Mr. CHARLES U. WILLIAMS of this firm is a native of the city. He studied at the University of Virginia before the war, and enlisted in the Confederate army before he had reached his majority. He was at first a private in the Richmond Howitzers, and rose from that to be lieutenant of artillery, and then a staff officer of General D. R. Jones, and afterward in Pickett's division, General Corse's Brigade. He began practice at the close of the war. He has been somewhat prominent in politics, but of late years has devoted himself strictly to his profession, with the result that he is now one of the most eminent lawyers of the State.

Mr. A. L. BOULWARE, his partner, is also a native of the State, a graduate of the University of Virginia, and a Confederate veteran. He was admitted to practice in 1872, and has pursued his vocation here steadily since that time. He is president of the First National Bank of this city and is a director of the Union Bank also.

CHRISTIAN & CHRISTIAN (Judge GEORGE L. and F. W. CHRISTIAN), attorneys and counsellors at law, of the *Times* Building, constitute one of the most prominent law firms in the city. They have an extensive practice as counsel for corporations, a large number of which they represent; also in the administration of trusts, and in all kinds of chancery and law business, and they practice regularly in the county, State and Federal courts held in Richmond, and elsewhere as occasion may require.

The members of the firm are relatives, and have been associated as partners since 1883.

JUDGE CHRISTIAN is of note here, aside from his profession, as president of the CHAMBER OF COMMERCE, a preferment indicative at once of his personal popularity and of his interest in the progress of Richmond, and as president also of the National Bank of Virginia. He was successively second and first vice-president of the CHAMBER, and one of its moving spirits for years before he could be induced to become its president. He derives his title of "Judge" from service on the

bench of the Hustings Court of this city, and has occupied other important positions of public trust; but with the exception of his duties as president of the CHAMBER, and as director in several of the leading financial institutions of the city, his entire time is now devoted to his professional engagements. He is a native of Charles City county, this State, and a graduate of the law department of the University of Virginia; has been a resident of this city for thirty-two years, and is a practitioner of twenty-five years' standing.

Mr. F. W. CHRISTIAN is a native of Petersburg. He also is a graduate of the law school of the University of Virginia, and he has lived here twenty-eight years. He first began the practice of law in 1872, and has earned, by his marked ability and success in his profession, recognition as one of the leading members of the Richmond Bar.

PEGRAM & STRINGFELLOW, attorneys, of 4 and 5 Merchants Bank Building, are also one of the prominent law firms of the city and State.

Colonel PEGRAM, as he is known, by reason of his service during the war in the Southern Cause, is a native of Petersburg, and was called to the Bar there in 1850. He practiced there until 1881, and then came here to go into partnership with Major Stringfellow. He is a director of the Petersburg Savings and Insurance Company.

Major STRINGFELLOW is a native of Clarke county, Va. He first began to practice at Petersburg in 1859. Subsequently he formed a partnership with Colonel Pegram, and moved to this city in 1881. He also was in the Confederate service. He is a director of the Merchants National Bank of the city.

MAURY & MAURY, counsellors at law and notaries public, of 1015 East Main street, are father and son. They are counsel for numerous corporations here, and their business is nearly all in that line. They make a specialty of State debt and coupon litigation and collections, a practice which takes them into the United States courts, as well as in the higher courts of the State, and often in the Federal courts at Washington also. They have been in partnership since 1887. Colonel RICHARD L. MAURY, senior member of this firm, prepared himself in the office of James M. Carlisle of Washington, D. C.; and also at the University of Virginia, and after serving through the war in the Army of Northern Virginia, in 1866 he began practice with

Ex-Governor Letcher at Lexington, Va., and continued in his profession there until 1873, when he came here.

Colonel Maury has a record of distinction as a soldier as well as a lawyer. He enlisted in the Confederate States army as a private of company F., Richmond volunteers, Army of Northern Virginia, in April 1861. He was appointed lieutenant of the provisional army in June, 1861, and major of Virginia volunteers. He was assigned to duty with the Twenty-fourth Virginia infantry, Early's Brigade, and reported for duty September 1, 1861, and was elected major of the regiment at the reorganization in the spring of 1862, at Long Bridge, on the Chickahominy. He was wounded at the battle of Seven Pines May 31, 1862, and was promoted to the lieutenant-colonelcy of his regiment in 1863 for gallant and meritorious conduct. Again in action at Drewry's Bluff, May 6, 1864, he received a gunshot wound in the hip, and again he was advanced in rank after this experience. As colonel, in October 1864, he was assigned to duty in Richmond on account of permanent disability. His career in arms ended, however, only with Appomattox. He rejoined the army in the field, after the evacuation of Richmond, and at the finale, April 10, 1865, was parolled with his regiment.

His son, MATTHEW F. MAURY, is a graduate of the University of Virginia, and was also a student of Columbia University, Washington. He received his degree in 1886, and immediately afterwards began practice with his father. He is named for the celebrated Virginian, Commodore Maury, "the path-finder of the seas," who was Colonel Maury's father.

Both members of this firm belong to the CHAMBER OF COMMERCE.

JACKSON & JACKSON, attorneys, of 923 East Main street (P. O. Box 156), stand high in their profession by reason of their uniform success in the cases entrusted to them. Mr. THOMAS G. JACKSON is a director of the Merchants and Planters Savings Bank, and its counsel. His partner, Mr. G. C. JACKSON, is his nephew. He practiced alone for some time before their partnership was formed.

B. RAND: WELFORD, attorney at law, of 29 Shafer Building, stands high in the profession, and is entrusted with important interests, both as counsel and attorney. He practices in all the courts, State and Federal. He has been very successful, and has accumulated property and business interests by means of this practice,

He is a director of the Vulcan Iron Works of this city, and is counsel for the Old Dominion Building and Loan Association, and for several other institutions of a fiduciary character.

He is a native of Virginia, and has been a resident of the city from early youth. He prepared himself for his profession at the University of Virginia. He holds the degrees of M. A. and B. L. from that institution. He graduated from it in 1879, and began practice immediately afterward.

CANNON & COLLINS, attorneys at law, of 1301 East Main street, have been in partnership for seven years. Mr. HENRY G. CANNON, senior member of the firm, studied law at the Virginia University, and has been practicing here, the war excepted, for forty years. During the war he was an officer of the Sixtieth Virginia regiment, and served under Generals Hill, Wise and R. E. Lee at different times. Part of the time he was acting adjutant-general of his brigade and acting judge advocate of the military court of the Department of Southwest Virginia.

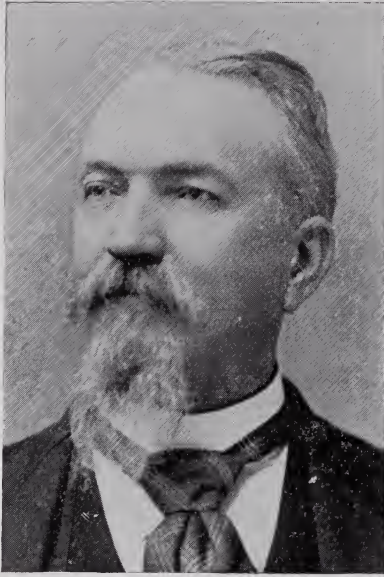
He resumed his profession at the close of the war, in company with Major A. R. Courtney, and was in partnership with him for twenty years. From 1876 to 1880 he was a member of the City Council, and was chairman of its Committee on Finance; and he has also held other local offices. He is considered one of the leading lawyers of the city.

His partner, Mr. ALLEN G. COLLINS, is a native of the city, and is looked upon as one of the most promising young lawyers of Richmond. He also attended the University of Virginia. In addition to that, he read law with the firm of Cannon & Courtney for seven years; and at the dissolution of that well-known firm he became a partner with Mr. Cannon.

JO LANE STERN, attorney, of 1014 East Main street, is assistant inspector-general on Governor McKinney's staff, and is a member of the CHAMBER OF COMMERCE. He is one of the counsel for the Planters National Bank, and many of the business men of the city are his clients. His practice is, generally speaking, in the higher courts, State and Federal. His specialty is chancery practice and commercial law.

He is a native of Virginia. He prepared himself for his profession at Washington and Lee University, and received from that institution its degree of B. L. in 1870. He began practice in 1871 in company with Hon. James Lyons, but has been practicing alone since 1881.

BENJAMIN H. NASH, attorney, of 1115 East Main street, is a native of Powhatan county. He was educated at the University of Virginia



BENJAMIN H. NASH, Attorney.

and was admitted to the Bar in 1855. He began practice in Manchester. The following year he removed to Richmond. In 1860 he was a member of the Virginia Senate. During the war he was captain of Company B, Forty-first Virginia Infantry, and was acting adjutant-general of Mahone's Brigade. In 1865, at the close of the war, he resumed practice of the law here, and he has continued here ever since. He is counsel for the Richmond and Petersburg Railroad, the Manchester Street Railway and Improvement Company, and for the Richmond City and Seven Pines Railway Company. He practices in all the courts, State and Federal, of the city of Richmond and in the adjoining counties.

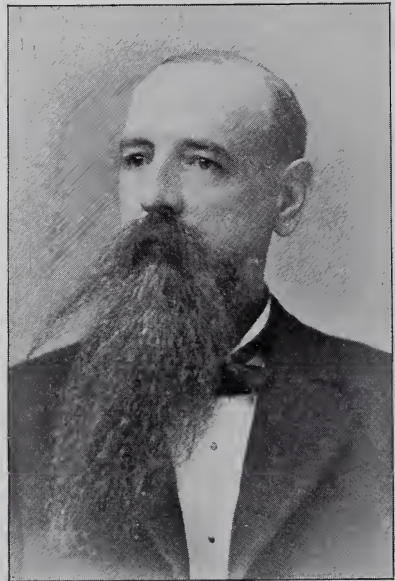
COLONEL W. W. GORDON, attorney, of the *Times* building, is very generally acknowledged one of the ablest, as well as most successful lawyers of the South. He is attorney for a number of large corporations here, among them the Richmond and Alleghany Railroad, of the Chesapeake and Ohio Railway system, and he has a very extensive practice.

He is a native of Essex county, Va., and was educated for the profession of the law at the University of Virginia. He graduated there in

1853, and for a time afterward practiced in the county of his nativity. Then he moved to Greenbrier county, West Va., and practiced until after the war, his term of service as colonel of the Twenty-seventh Virginia Infantry, Jackson's Brigade, excepted, from which service he derives this title, of courtesy still accorded him. He began in the war as a captain of cavalry, but was transferred to the infantry afterward, and rose, by gallant conduct, as may be inferred from what has been said already, to the rank of a regimental commander.

After the war he moved to Richmond, and has since been one of the most prominent members of the Bar here. He has eschewed politics, and has devoted himself always, strictly to the pursuit of his profession.

BENJAMIN H. BERRY, of 4½ North Eleventh street, was preparing for his profession at the University of Virginia when the war came on. He left college to join the Confederate army, and served a short while in the Virginia cavalry. He then came here and began the practice of law. In 1870 he was elected clerk of the Chancery Court, and he held that office until July,



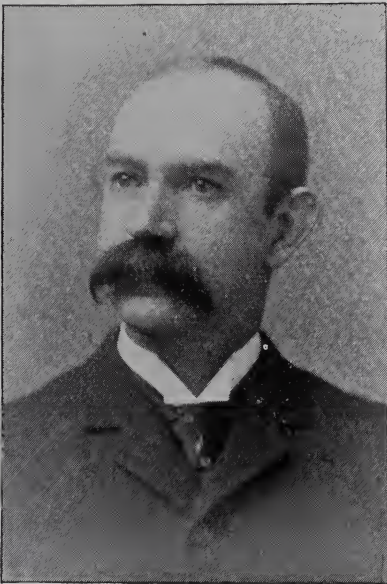
BENJAMIN H. BERRY, Attorney.

1888. On September 25th, 1889, he was appointed commissioner of accounts of the Chancery Court. His practice is entirely a chancery

practice. Mr. BERRY is a native of Warrenton, Fauquier county, and is a man of genial disposition, with a host of friends.

MEADE HASKINS, attorney at law, of room 8, Merchants Bank Building, is a member of the CHAMBER OF COMMERCE, and is aid-de-camp on the staff of Governor McKinney, with the rank of colonel, and judge advocate general of the Virginia volunteers or militia. He is also a member of the State Democratic Committee and chairman of the Democratic Committee of the Third Congressional District of Virginia, and he was one of the State's members of the last Electoral College. He has been active, in fact, in State politics for the last ten years.

Colonel HASKINS has a large practice, both civil and criminal. He is a native of Chesterfield county, and a graduate of Hampden-Sidney College, with the degree of A. B., and of the University of Virginia, with the degree of L. L. B., and has been practicing here steadily since 1873.



MEADE HASKINS, Attorney.

JAMES LYONS, attorney, of 1111 East Main street, was born January 11, 1857, at the residence of his maternal grandfather, John C. Hobson, Esq., at the corner of Fifth and Main streets, in this city. He is the eldest son of the late Judge William H. Lyons, the first Judge

of the Hustings Court of this city, and Mary Morrison, his wife, only daughter of John C. Hobson, Esq.

He was educated in the classical schools of L. S. Squire and at the University School of Rich-



JAMES LYONS.

mond, then conducted by the late John M. Strother, Thomas H. Norwood and Charles E. Poindexter, and at Richmond College, where he graduated with the degrees of Bachelor of Arts in 1875 and Bachelor of Law in 1878.

He was married October 9, 1879, to Miss Elizabeth W. Henry, eldest daughter of Hon. William Wirt Henry and Lucy Gray Marshall, his wife, and great-granddaughter of Patrick Henry.

In 1879-'80 and 1881-'82 he was a member of the House of Delegates from the city of Richmond, and was Assistant United States Attorney for the Eastern District of Virginia during President Cleveland's first administration, from 1885 to 1889. He is a member also of the Session of Ruling Elders of the Second Presbyterian Church of this city, of which Rev. Dr. M. D. Hoge is pastor.

A. B. GUNION, attorney at law, of 911 East Main street, is a native of the city, and has been resident here all his life. He was educated in Richmond and at the University of Virginia.

He took the law course of the latter institution and began practice in 1881, the year he was admitted to the Bar.

He is of note among his brethren of the legal profession, as for a long time engaged in the State debt litigation. He has been, until lately, one of the general counsel for the foreign bondholders, and has participated, as such, in the settlement of the State debt.

In July, 1890, he was elected to the Common Council of the city, and was re-elected in 1892. He is also a member of the City School Board, elected thereto during 1892. He is a director of the Richmond and Manchester Land Company, and has other local business interests. He has participated actively in politics and has been prominent among the leaders of the Democratic party here for several years.

J. R. V. DANIEL, attorney at law, of No. 22 Shafer Building, is a son of the late P. V. Daniel, Jr., who was a prominent lawyer here for many years, and is a grandson of Judge P. V. Daniel, who sat on the Supreme Bench of the United States for nineteen years. He is a native of the city and a graduate of the University of Virginia.

He was admitted to practice in 1875, and from 1884 until recently was associated in a law partnership with Judge E. C. Minor here. His practice is of a general character, but chiefly chancery. He numbers among his clients many of the business men here, and several of the local corporations, and is considered one of the most thoroughly qualified members of the profession in this part of the country.

JAMES CASKIE, attorney, of Eleventh and Main streets (the Merchants Bank Building), is a member of the CHAMBER OF COMMERCE, and is a large land-owner here. He was admitted to practice after his graduation from Richmond College in 1875, and for a time was then in partnership with E. D. Meredith, and later with Judge Samuel B. Witt, which last connection was dissolved when that gentleman was elected to the Bench.

Mr. Caskie has a general practice. He takes cases of every sort except criminal. His practice is large, and he is considered one of the most successful attorneys of this part of the country.

S. S. P. PATTESON, attorney and notary, of the Shafer Building, has a very good general practice, which takes him into all the courts, State and Federal. He was born in Amherst county, and is of a family which was prominent

in the Colonial days. He was educated at Randolph-Macon College, and after a course of reading with private tutors, was admitted to the Bar in 1877. He is prominent also as a member of the Masonic Order, is a member of the CHAMBER OF COMMERCE, and is chairman of the City Democratic Committee of Richmond.

PAGE & CARTER, attorneys and counsellors at law, of 911 Main street, occupy a position of prominence in the profession, and aside from it as well.

They are both descendants, as their names indicate, of that Nelson whose services in the Revolution distinguished him among the foremost of the patriots of the era of Independence and whose figure is one of those in the Washington group in the Capitol grounds.

MR. THOMAS NELSON PAGE, of this firm, is Virginia's representative in the literature of the day. He is a notable figure in the field of letters and upon the platform, as well as at the Bar, as the author of dialect and other stories of Southern life, which bear the stamp of the highest art and are generally admired, and as a very effective reader of them besides. He is a native of Hanover county and a graduate of the law department of the University of Virginia. He came to Richmond about fifteen years ago and began practicing law. He has been a member of the city's Board of Aldermen, and is now chairman of the committee of the Chamber of Commerce on Public Libraries.

MR. THOMAS NELSON CARTER, his partner, is a native of King William county, and is a graduate in law, also, of the University of Virginia. He has been practicing here since 1880, and since 1883 with Mr. Page. He also is a member of the CHAMBER OF COMMERCE, and is chairman of its Committee on Public Health. He is a director of the Merchants and Planters Savings Bank and of the German-American Banking and Building Company.

HON. B. O. JAMES, attorney, of the State Bank Building, was admitted to practice in 1877 in Goochland county, of which part he is a native. He prepared himself for the Bar at Washington and Lee University. During Governor Fitz Lee's term he was one of his staff. He represents his county in the Legislature of Virginia at present, and he is a leader among the public men there. He is highly regarded wherever he is known. He has been practicing here for four years, and has made himself a name among the principal people here in his profession.

SHEILD & NEWTON, attorneys at law, of 911 East Main street, have been established in partnership since January, 1892. They practice in all the courts, State and Federal, and have a fine business, especially in the courts of Richmond city, and in Hanover, Henrico and King William counties.

Mr. SHEILD, senior member of the firm, is commissioner in chancery for the Richmond Chancery Court and Henrico Circuit Court. He is a native of Gloucester county, Va., and has been pursuing his profession in the city of Richmond for five years. He has attained some prominence at the Bar here, by reason of his business ability and experience, and qualifications for the law. He practiced most of the time, until he formed this partnership, alone.

Mr. WILLOUGHBY NEWTON, Jr., of the firm, is also a commissioner in chancery, appointed by the Hanover Circuit Court, and a notary public. He is a native of Hanover county. He has been practicing here successfully for ten years. He is of a well-known Virginia family, is a B. L. of the University of Virginia, and is a man of ability and integrity.

CABELL & CABELL, attorneys at law, have rooms over the National Bank of Virginia, corner of Eleventh and Main streets. They make a specialty of commercial law and insurance and corporation practice. They are counsel for a number of resident corporations, and also for several well-known Northern corporations, such as the Standard Oil Company, the Fidelity and Casualty Company of New York, and the American Employers' Liability Insurance Company. Their practice is largely in the United States courts and in the courts of this city and Manchester. They also take cases in the courts of Henrico, Chesterfield and Hanover counties.

They are of an old and distinguished Virginia family, and both are graduates of the University of Virginia. Mr. J. A. CABELL was admitted to the Bar in 1879; his cousin and partner, P. H. C. CABELL, in 1889. Members of the Cabell family have been prominent at the Bar of this State for several generations. Governor William H. Cabell, for many years president of the Supreme Court of Appeals of Virginia, was the grandfather of the senior member of the present law firm.

D. J. BARTON, attorney at law and notary public, of 10 Shafer's Building, is a son of General S. M. Barton, a distinguished officer of the Confederate service, and is of old Virginia stock. He is a graduate of the University of Virginia,

practices in all the State and Federal courts, and is the attorney of many firms of prominence in trade here.

HILL MONTAGUE, attorney, of 4 Shafer Building, is a nephew of General J. C. Hill, the present Railroad Commissioner of Virginia. He is of a family of English extraction, which settled in Virginia in the year 1634. He is a native of Gloucester county, and has been a resident of this city for eight years. He took his course of law at the University of Virginia and began practice in the spring of 1888. He is counsel for the Snow-Church Collection Company of Richmond, and a number of other corporations and business houses of this city and Northern States. His specialty is chancery practice and commercial law. He is a member of the CHAMBER OF COMMERCE.

THOMASON & MINOR, attorneys, of the Shafer Building, have general practice in all the courts, State and Federal.

Mr. E. B. THOMASON of this firm is a native of Brunswick county. He studied law in England and at the University of Virginia. He practiced for a time in Petersburg before he came here and formed this partnership with Mr. Minor.

Mr. R. C. MINOR of this firm is a son of Professor Minor of the University of Virginia. He was educated at that institution, and is a graduate of both its academic and law departments. He has received from it the degrees of M. A., B. L. and B. A. He also had been practicing before he and Mr. Thomason went into partnership.

HUGH ANTRIM, attorney at law, of the Shafer Building, is a son of the late Major C. W. Antrim. Mr. ANTRIM graduated in the law school of the University of Virginia, taking the degree of B. L. in the Collegiate year 1890-'91. Since then he has been practicing his profession here. He practices in all the State and Federal courts and in the Court of Appeals.

WALLACE F. BROWN, attorney at law, of the Shafer Building, is a native of the city, and has had the advantage of European as well as home instruction. He prepared himself for his profession at the Universities of Washington and Lee, Virginia, of Göttingen and Geneva. He has the degrees of M. A. and B. L. from the University of Virginia. Although not long engaged in the practice of his profession here he has acquired a very fair share of the legal business of this city.

WILLIAM F. WICKHAM, attorney and counsellor at law and notary public, of 911 East Main street, is a native of Hanover county. He



COLONEL WILLIAM F. WICKHAM, Attorney.

has been engaged in farming for several years. He is a member of the State Board of Agriculture, and he takes a deep interest in all matters connected with the soil. He is chairman of the Board of Supervisors of Hanover county, and is colonel of the First regiment of cavalry, Virginia volunteers.

He is a graduate of the law department of the University of Virginia. He took his degree in June, 1883, and began practice in company with his brother, H. T. Wickham, with whom he continued for three years. Failing health then compelled him to abandon the profession and he began farming. He has lately re-opened his office here, and has resumed practice of the profession. He has cases in all the courts, State and Federal.

JAMES LEWIS ANDERSON, attorney, of 1 and 3 Goddin Hall, is a native of Henry county, Va., and is of a family which was prominent in the early settlement of the State, and also in Revolutionary times. He graduated in law at the University of Virginia in 1884, and a few months later located in Richmond, where he has continued since in the practice of his profession.

His practice is of a general character. It takes him into all the courts of the city, State and

Federal, including the Supreme Court of the State, and also into the Supreme Court of the United States, and other tribunals of the National capital.

He has been a member of the City Council of Richmond, and is a member at present of the Richmond Grain and Flour Exchange. Although still a young man, he is highly regarded by his brethren of the profession as an attorney of ability and attainments; and his reputation has earned him already a large patronage among the business men of the city, which patronage includes a number of large corporations.

GEORGE J. HOOPER, Jr., attorney, of Ninth and Main streets (the Hanewinkel Building), is of note as a practitioner in chancery, and in his specialty, litigation over real estate. He has been a lawyer since 1878. He began soon after his graduation from Richmond College—in which he took both the academic and law courses—as one of the firm of Davies & Hooper, subsequently Carrington, Davies & Hooper. Since 1883 he has been practicing alone. He was a member of the City Council from 1880 to 1884, and is now a member of the CHAMBER OF COMMERCE. He is of a distinguished Virginia



GEORGE J. HOOPER, Jr., Attorney.

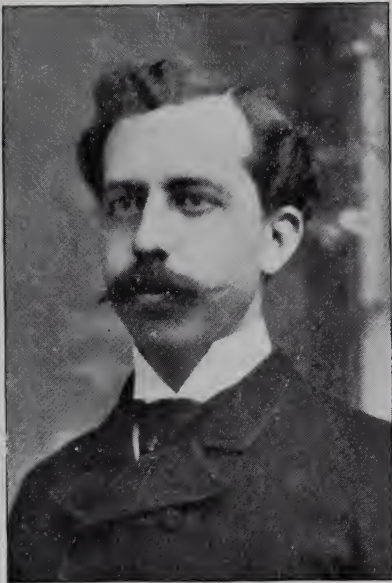
ancestry. His paternal grandfather was in the war of the Revolution, and one of his family was a Signer of the Declaration.

EDWARD BEVERLY SLATER, attorney at law, Slater's Building, was educated at H. N. Academy and at the University of Virginia, and has been practicing here about five years. He is counsel for the United Merchants of New York, and his practice extends to both State and United States Courts.

On his father's side he is directly English. On his mother's side he descends from the old Virginia families of VAIDEN and EDWARDS, tracing back for many generations.

His uncle, Major Vulosko Vaiden, was one of the prime movers in the Readjuster movement of 1878. Mr. Slater, however, has not, up to this time, actively engaged in politics, but has given his attention strictly to his profession.

He is rising rapidly in his profession, and is considered one of the most promising of the younger members of the Bar here.



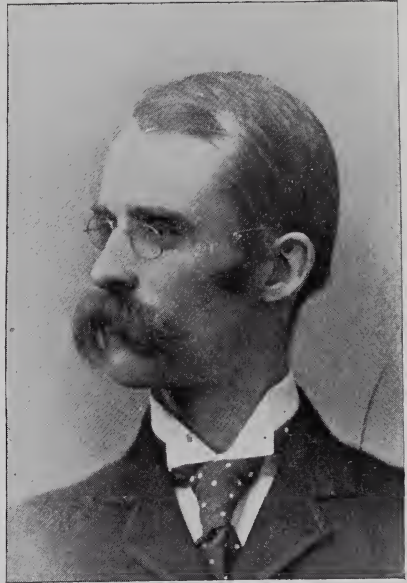
E. BEVERLY SLATER, Attorney.

J. H. WEBB-PEPLOE is regular counsel for several corporations and large business houses of importance. He has a large practice of a general nature, and gives special attention to his increasing commercial patronage.

Mr. Peplie is of English birth, but has lived in this country twelve years, and in Virginia seven years. He was naturalized in 1885. He prepared himself for the law at the Maryland University, in Baltimore. He is a graduate of Heidelberg University, and has the degree of Ph. D.

of that celebrated institution. He has travelled extensively, is a fine linguist and an accomplished scholar, and is thoroughly versed in the German and French languages.

He first began the practice of his profession in Maryland in 1885, but soon after his admis-



J. H. WEBB-PEPLOE, Attorney.

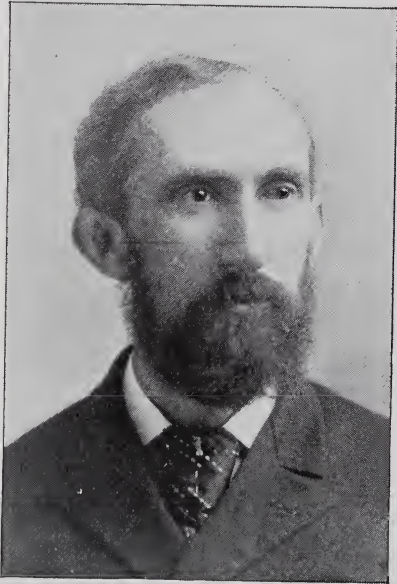
sion to the Bar removed to Virginia; and the practical wisdom of that step has long ago been proved.

He comes of a family of lawyers. His grandfather was the late Right Honorable Lord Justice Lush, of the English Court of Appeals, and of the Queen's Privy Council, and also one of the three judges who sat in the celebrated "Tichborne Case." His Uncle is Montague Lush, "Q. C." (Queen's Counsel), of the Inner Temple, London, England.

WILLIAM JUSTIS, Jr., attorney at law, of room 11 Merchants Bank Building, 1103 Main street, is one of the youngest, but by no means least, among the members of the Richmond Bar. He was admitted three years ago, and has been practicing successfully and steadily since. He has a general office and court practice, with no specialty except, perhaps, real-estate business, of which he does considerable. He is a native of Rockingham county, but has been resident here from his infancy, and he is well and favorably known, both to the profession and the public generally.

EDMUND WADDILL, Jr., attorney at law, of the Shafer Building, has been county judge here, and was also, for several years, United States Attorney for the Eastern District of Virginia. He has been a member of the State Legislature, representing his county, and was also a member of the Fifty-first Congress from this, the Third Virginia, or Metropolitan Congressional District. And although he has held these high preferments, he is as yet only in his thirty-seventh year.

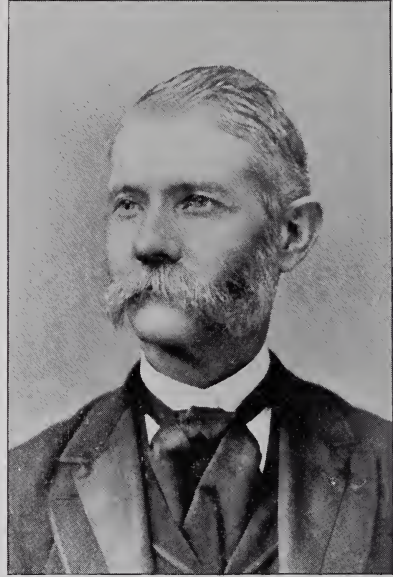
He is of a family which has been identified prominently with one locality of this State, Charles City county, for two hundred years. He was born there and lived there in his youth. He came here in 1875 and prepared himself for the Bar by study, privately, and also by taking the summer law course at the University of Virginia. His father, Edmund Waddill, was clerk of the Court of Charles City county for nearly forty years, and it was while acting as assistant to his father that he conceived the idea of preparing for the Bar. His successes, coupled with marked ability for the profession, have long since established him in an extensive and remunerative practice, which takes him into all



EX-JUDGE EDMUND WADDILL, Jr.

the higher courts, State and Federal. He is, in fact, one of the leading lawyers of the city and State,

S. B. GINN, attorney at law, rooms 4, 5 and 6, 905 Bank street, has a general practice in both the State and Federal Courts. Mr. Ginn is a native of Louisiana, but has lived here nearly



S. B. GINN, Attorney.

thirty years. He abandoned journalism for the practice of law, in which he had already considerable experience. Before engaging in it exclusively he was a commissioner for all the States, notary public and justice for this county.

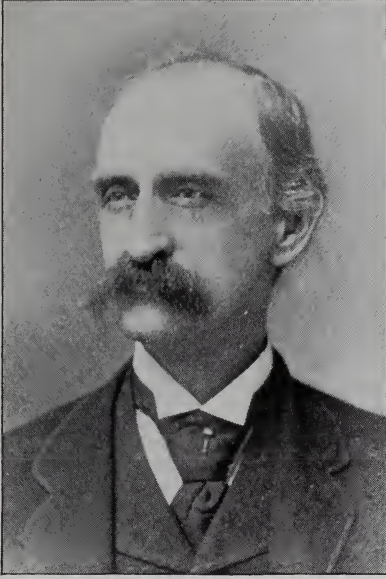
He has been president of the Brookland Democratic Club for many years, and is a notable figure in politics here. He is also president of the Mutual Benefit Legion, an organization incorporated under the laws of Virginia, the grand lodge of which is located in this city.

Mr. Ginn is also now pastor of the Evangelical Mission Church of this city, and is an earnest minister of the gospel.

PEYTON R. CARRINGTON, abstractor of titles, room 2, 1017 Bank street, has been established since 1887, and has achieved such success in this business as to be endorsed and recommended by such leading law firms as Sands, Pollard & Sands, Leake & Carter, David C. Richardson, and other equally prominent legal firms and luminaries.

Mr. Carrington is a Virginian by birth, and has lived in the Virginia capital since 1862. Prior to the war he was a member of the firm

of Joseph L. Carrington & Son, proprietors of the Bolingbroke Hotel, in Petersburg, and of the old American, in Richmond. In 1861 he joined the Petersburg Cavalry, and fought under



PEYTON R. CARRINGTON, Abstractor.

Chambers; but, being an educated and experienced civil engineer, was shortly transferred to the engineering department, under Colonel A. L. Reeves. He aided then in defence of the city which he has since made his home. At the close of the war he turned his attention to farming in the vicinity of the city, and five years ago established himself in the abstract business.

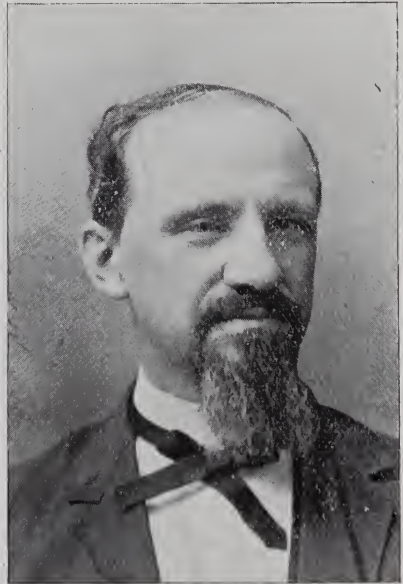
OFFICIALS—UNITED STATES, STATE, COUNTY AND CITY.

OTIS H. RUSSELL, Postmaster of Richmond, is a native of Baltimore, but was raised in Petersburg, Va. He has held positions under the Government for twenty-two years, one year only excepted, and has handled and collected, in official capacities, over \$40,000,000 of United States moneys. He was first appointed to a place by President Andrew Johnson in 1868, as Collector of Revenue for the Fourth District of Virginia, with office in Manchester. In May, 1875, he was appointed Collector of Internal Revenue for the Third District, with office in Richmond, by President Grant. In 1877 he was reappointed by President Hayes.

In 1885 President Arthur appointed him Collector of Customs for the Port of Richmond. He held this office one month under Arthur and three years and ten months under Cleveland. When Mr. Harrison was elected he was appointed to his present position, and has held it since December, 1888. He is, as will be seen from his record, a staunch Republican.

Personally he is held in esteem by all who know him. As postmaster, he has administered the business of his office so as to forward as much as possible the commerce of Richmond, which efforts to advance the city are appreciated highly by the merchants and business men generally.

JOHN W. FISHER, Collector of Customs for the Richmond District, is a native of Buckingham county, and was connected with the shrievalty there before the war. During the war he was captain of infantry in the Confederate army. He was in Hunton's Brigade, and later, with Burton's, and was taken prisoner at Sailor's Creek, carried to Johnson's Island, and left

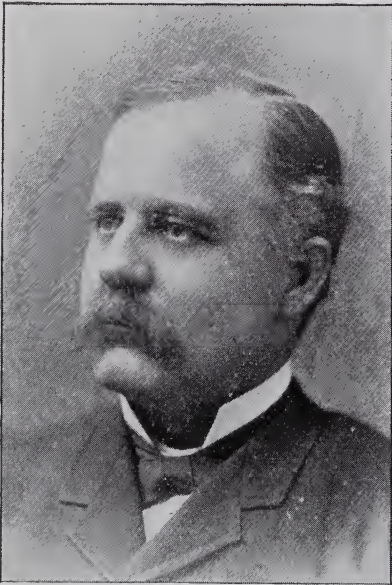


OTIS H. RUSSELL,
Postmaster of Richmond.

there until the 14th of June, 1865. At the close of the war he went to Petersburg and entered mercantile life there. He removed from that city to this and engaged in the commission business here, and afterwards he was appointed

deputy collector of the port by O. H. Russell, the former collector and at present postmaster of the city. When Mr. Russell's term expired, he was appointed, to succeed him, by President Harrison. He has charge of business aggregating, annually, values of \$6,333,000, of which \$6,263,000 is exports of cotton, tobacco, flour, etc., fuller details of which, however, are given in another chapter.

N. J. SMITH, Deputy United States Internal Revenue Collector for this district, has entire charge of the business done in the Richmond office. He is a native of New York, but has been a resident here since 1865. He spent four years with the "Boys in Blue" during his campaigning with the armies of the James, and then settled here, and entered the grocery and liquor business, and continued in that line up to the time of his appointment to the office he now holds. He has always been an active Republican, and for several years was chairman of the City Republican Committee.



JUDGE H. W. FLOURNOY,
Secretary of the Commonwealth and General Librarian.

Judge H. W. FLOURNOY, Secretary of the Commonwealth and General Librarian, was born in Halifax county, Va., in 1846. He is a son of Thomas S. Flournoy, born in Prince Edward county, Va., December 14, 1811, died in Halifax county, Va., March, 1833, and a grandson of John James Flournoy, born in Prince Edward

county, Va., in 1870. At Clarksville, Mecklenburg county, Va., June 8, 1871, he married Rosa Buena, daughter of Henry Wood, Esq., of that county. They have an only son, H. W. Flournoy, Jr. Mrs. Flournoy's father, born in Amelia county, Va., in 1812, practiced law many years in Mecklenburg and adjoining counties, and died in Clarksville in 1882.

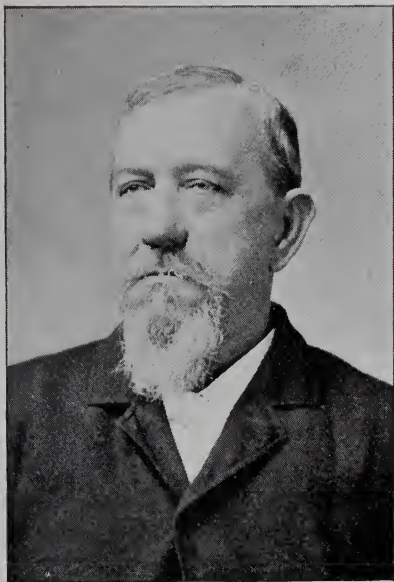
Judge Flournoy attended school at the Samuel Davis Institute, Halifax county; T. T. Bouldin's, Charlotte county; John H. Powell's, Halifax county, and the Pike Powers' School at Mount Laurel, Halifax county. In January, 1862, not then sixteen years of age, he entered the Confederate States army. He served as a private in Company G, Sixth Virginia Cavalry, until wounded at Tom's Brook, Va., October 8, 1864. In November following he was enrolled in the Third Company, Richmond Howitzers, with which he remained until the surrender at Appomattox. In September, 1867, Judge Flournoy began the practice of law in Danville, Va. He was elected judge of the Corporation Court of Danville June, 1870, and re-elected in 1876. Resigning this office on January 1, 1878, he resumed practice in Halifax county. In 1881 he settled in Washington county, and continued practice of the law until, in 1883, he was elected to the office he is now ably filling, Secretary of the Commonwealth of Virginia, this making his fifth term, he having been re-elected in 1885, again in 1887, 1889 and 1891.

He has for his assistant Mr. CHARLES POINDEXTER, who relieves him of his duties as librarian.

Captain JAMES H. O'BANNON, Superintendent of Public Printing for the Commonwealth, is now serving his third term—a fact indicating how well qualified he is for the place. He is, in fact, a master of the "art conservative," experienced in it from his youth, and he has been a publishing and editing journalist for years. He was foreman of the *State* newspaper office here when he was called to serve the people in his present place.

He is a native of Charlestown, W. Va., and before the war had a newspaper in what was then still the Old Dominion. He was one of the first enlisted when the crisis came in 1861, and served with sufficient distinction to return with a commission after the war. He resumed the newspaper business, and continued in it until he came to this city in 1870 and engaged with the *State*. He is an appointee of the General Assembly.

General JAMES C. HILL, Railroad Commissioner of Virginia, has official supervision of the transportation business of the State. He has



GENERAL JAMES C. HILL.
Railroad Commissioner of Virginia.

filled that position for six years. He has risen to it through various grades of public service, and has earned the confidence of the people of the State by his record in both peace and war.

He was born in Charles City county, and was educated at private schools there and here. In early life he was in mercantile business in this city. Before the war he moved to Albemarle county, and has been a resident there, the war excepted, since 1860. In 1861 he entered the Confederate service as a private in Company E, Forty-sixth Virginia Infantry, and when he was shot at Petersburg, June 14, 1864, had earned the rank of major. An empty sleeve (the right one) indicates to what extent he was a participant in defence of the soil and principles of his State.

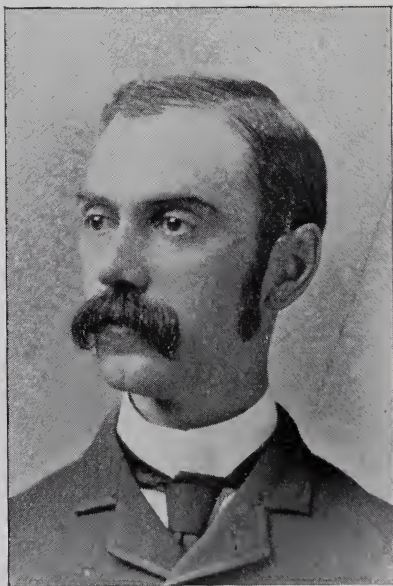
From 1869 to 1873 he represented Albemarle county in the Legislature, and for eight years afterward was Sergeant-at-Arms of the Virginia House of Delegates. From that office he stepped into the one so ably filled by him now.

Hon. J. TAYLOR ELLYSON, present Mayor of the city, is a native of Richmond, born here in 1847. He was a school boy when he entered the Confederate army, in 1863, as a member of the Second Company of the Richmond Howit-

zers, with which command he served until the surrender at Appomattox. After the war Mr. Ellyson continued his studies at Richmond College and at the University of Virginia, which latter institution he left in 1869 to enter mercantile business in Richmond, as a member of the firm of Ellyson & Taylor. He was in the book and stationery business until 1878, when he became business manager of the *Religious Herald*. He is now one of the owners of that paper, and secretary and treasurer of the Religious Herald Company.

Mr. Ellyson first entered public life as a member of the Common Council of the city, to which office he was successively elected four times. In two of his terms in the Council he served as president of this body. In 1885 he was elected representative of Richmond city and Henrico county in the State Senate. That position he resigned in 1888 to accept the office of mayor of the city, to which office he has been twice re-elected. On the 1st of July, 1892, he entered upon his third term.

He is, as mayor, president ex-officio of the



J. TAYLOR ELLYSON,
Mayor of the City of Richmond.

Board of Police Commissioners, and is also president of the City School Board and a member of the Board of Trustees of Richmond College. He takes, indeed, a lively interest in all that concerns the welfare of the city.

Mr. Ellyson has been actively identified, during all his public life, with the management of the Democratic party of the city and State. He was a member of the State Executive Committee for several years, and for two years was its chairman. He is now president of the Old Dominion Building and Loan Association and of other organizations, and is actively identified with other business interests of the city.

Mr. Ellyson has also been closely identified with the religious as well as governmental and educational interests of the State for many years. He is a member of the Second Baptist Church of Richmond, has been corresponding secretary of the Educational Board of the Baptist General Association of Virginia for years, and has served for two terms as president of the Baptist General Association of the State.

As mayor he has always advocated the ownership by the city of her gas and electric light plants, and the control of her water supply; and whilst advocating generous expenditures for the improvement of the city, he has always insisted that these expenditures should be kept within the limits of her income.



CHARLES W. GODDIN,

Clerk of the Chancery Court of the City of Richmond.

CHARLES WINSTON GODDIN, the clerk of the Chancery Court of Richmond, is a son of Wellington and Eliza P. Winston Goddin. He was born October 29, 1853; attended private

schools until the age of fifteen years; then was a student of Richmond College for two years; then served as cashier for the St. Louis and Iron Mountain Railroad Company at Belmont, Mo., for one year. Resigning that position, he served as deputy clerk of the Alexander County Court at Cairo, Ill., for two years; then, resigning that, he returned to Richmond and served three years as assistant commissioner of revenue, and then two years as deputy clerk of the Chancery Court, to which office he was elected as clerk, and entered upon the discharge of the duties of the same, on July 1, 1888.

Mr. Goddin married Susie Truehart Crutchfield, daughter of the late George K. Crutchfield, who represented Richmond in the General Assembly of Virginia for the years 1876 to 1878. They are the parents of seven children, viz: Claudia Blair, Aylett W., George Terrill, Eliza Winston, Stuart, Jennie Claiborne and Charles W., Jr.

WILLIAM F. FOX, Superintendent of the Public Schools of Richmond, is a native of King William county. He was raised there, and there in his youth passed through a course at Rumford Academy. From there he went to Richmond College, and from thence to the University of Virginia. He is a graduate of the first named, and also of several of the schools of the University.

After graduation he taught in several private schools here. In 1881, upon the organization of a public-school system for the city, he was appointed principal of one of the grammar schools, and later was made principal of the High School of the city, and he remained in that position until 1889. He was elected superintendent as successor to Colonel John B. Cary in that year.

Under the principalship of Mr. Fox, the High School expanded from an institution of fifty pupils and two teachers to one of 600 pupils and twenty teachers. It is practically a normal school, since from its alumni the primary schools, not only here, but throughout the State, get their teachers.

Mr. Fox was editor of the *Virginia Educational Journal* for many years. He is a masterly writer of English.

W. C. ADAMS, superintendent of the Gas Works owned by the city, is a native of Richmond. He has been connected with the works since 1865. He was originally a machinist on the Richmond and Danville Railroad, and he held the same position with these works when

he began. He has gradually worked his way, meanwhile, through the intermediate stages to the superintendency, which position he has held with credit for very many years. He has, indeed, been instrumental in bringing the works up to the high state of efficiency which characterizes them now.

THE MEDICAL PROFESSION.

Dr. ISAIAH H. WHITE, of 115 East Franklin street, has been of note here as a physician and surgeon for thirty years. He was born in Accomac county, Va., in 1838. He is a graduate of old William and Mary, and of the Medical College of Virginia of this city, class of 1861. He entered upon his professional career, therefore, just as the war began.

His earliest experiences of his vocation were both active and practical. In April, 1862, he entered the Confederate States Army as assistant surgeon, and was assigned to the Chimborazo Military Hospital, then occupying the site of the present Chimborazo Park. In a very short time he was appointed full surgeon and assigned to field service with the Army of Northern Virginia, with which he remained until he was assigned as surgeon in charge at Andersonville early in 1864. In the summer of that year he was made surgeon in charge of all the military prisons of the South situated east of the Mississippi, and served in that capacity until the close of the war.

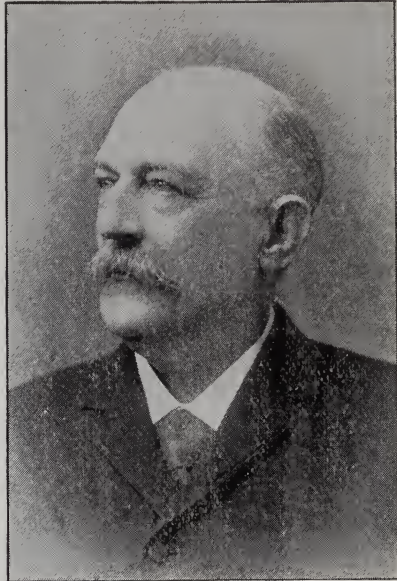
When the war was ended he settled here. In 1865 he was chosen demonstrator of anatomy in the college which was his alma mater, the Medical College of this city. In 1868 he assumed management of the infirmary of the college, and conducted it as a private infirmary for three years. In March, 1886, he was appointed acting assistant surgeon of the United States Marine Hospital service. This position he still holds. He is a member of the Southern Surgical and Gynecological Association, and of the Richmond Academy of Medicine, and is an ex-president of the last named.

Dr. White has a large and lucrative practice. He maintains a sanitarium at his residence, 115 East Franklin street, which is a resort for the sick, combining the advantages of a thoroughly equipped hospital, with the privacy and comfort of an elegant home, situated in a fashionable neighborhood.

The patients in this sanitarium are limited in number, and are under his personal care.

The building occupied by it is elegantly furnished; the halls are heated by hot water; each

room has an open fire-place, and each is large, airy, and fronts on the street, thus affording an abundance of fresh air and sunlight.



I. H. WHITE, M. D.

Turkish, electric and chemical baths, douches, electrical treatment, trained nurses and attendants, and massage and Swedish movement are provided when required.

An illustration accompanying this matter shows Dr. White's portrait. His Sanitarium, photo-engraved, is on page 140.

Dr. EDWARD MCGUIRE, physician and surgeon, of 15 North Sixth street, is of an old Virginia family that settled here early in the last century, and was prominent among those of the Revolutionary times. He graduated at the University of Virginia, and afterwards took a post graduate course at the New York Polyclinic. After leaving that institution he was connected for six years with St. Luke's Hospital, which is under the management of the eminent surgeon, Dr. Hunter McGuire. He is a member of the Virginia State Medical Society and of the Southern Surgical and Gynecological Association, and also of the Richmond Academy of Medicine and Surgery.

ST. LUKE'S HOME FOR THE SICK, Dr. HUNTER MCGUIRE's private hospital, is shown in the illustration on page 290. It is situated on the corner of Ross and Governor streets, opposite

the Governor's Mansion and Capitol Square, and is admirably constructed for the purpose to which it is devoted.

It contains no wards, and its private rooms are large, light, airy and well furnished.

This hospital is provided with an elevator, telephone, electric bells, and all modern improvements, and its appointments throughout are excellent.

Connected with it is a training school for nurses, under the charge of Dr. STUART McGUIRE, thus insuring its patients careful and skilful nursing.

St. Luke's was established by its present owner nine years ago, and now has accommodations for fifty-four patients, and is one of the largest private infirmaries in the country.

Dr. Hunter McGuire, the surgeon in charge, was Stonewall Jackson's medical director during the war. He is emeritus professor of surgery at the Medical College of Virginia, and has been president of State, National and International Medical and Surgical Associations. As a writer, teacher and surgeon, he has achieved world-wide reputation.

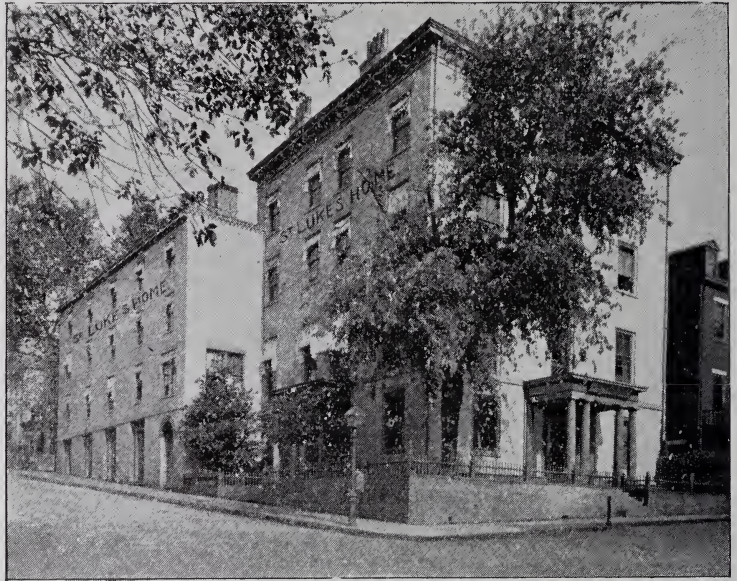
DR. GEORGE ROSS, of Richmond, is notable among the medicos of the city for his experience in the war, as an instructor in and writer on medical topics, as the incumbent (past and present) of many responsible and lucrative professional positions, and for his social status.

He is the eldest son of the late William Buckner Ross and Elizabeth Mayo Thom, of "Bel Pre," Culpeper county, Va., in which county he was born October 22, 1838, at Berry Hill, the home of his grandparents, Colonel John Thom and his wife, Abby De Hart-Mayo, of "Powhatan Seat," the old Mayo homestead, near this city.

He was educated in part by private tutors and in part at the Virginia Military Institute, of which he is a graduate of the class of '59. He began the study of medicine that same year

on the "Eastern Shore" of the State with his uncle, Dr. William Alexander Thom, and received his degree in medicine at the University of Virginia in 1861, just as the war began. While pursuing his studies at that institution he had organized a company of students, and for this service he was commissioned lieutenant commanding upon the day of the passage of the Virginia ordinance of secession.

From December, 1861, he was actively engaged as an army surgeon, at first as assistant in the Richmond military hospitals, but in 1863, as medical director on General A. P. Hill's staff, Army of Northern Virginia, ordered for service at Gettysburg, and in 1864 detached and assigned to the Virginia Military Institute. At



ST. LUKE'S HOME FOR THE SICK, DR. HUNTER McGUIRE'S PRIVATE HOSPITAL.

the battle of New Market he was surgeon in charge of the corps of cadets of that college, and he held this position until the fall of Richmond.

After the war he established himself at Richmond. For eight years he was lecturer at the Medical College here, filling the chairs of anatomy and minor surgery. Governor Walker appointed him a member of Virginia's first State Board of Health, and Governor Fitz Hugh Lee appointed him a member of the Board of Visitors of the Virginia Military Institute.

He is chief surgeon of the Richmond and Danville Railroad, appointed in 1886, and is

division surgeon also of the Chesapeake and Ohio. He is medical examiner for the Pennsylvania Mutual Life Insurance Company, of Philadelphia; the Fidelity Life, of the same city; the Brooklyn (N. Y.) Life; the United States Mutual Accident Association, of New York; and the Railway Officials and Employees' Accident Association of Indianapolis, Ind. He is a member of the Southern Surgical and Gynecological Society, the Richmond Medical and Surgical Society, and the National Association of Railway Surgeons. He is a member, also, of the vestry of St. Paul's church, Richmond; a Scottish Rite Mason of the thirtieth degree; and a Royal Arch Mason of Chapter 43, this city.

He married, in 1863, Annie Elizabeth, the eldest child of James Alexander Beckham and Frances Jackson Alcocke, of Culpeper county.

His practice largely absorbs his attention, and his writing of late has been confined to reporting cases for the medical journals and commenting thereon.

WILLIAM F. FARRAR, M. D., of 701 East Franklin street, is a native of Richmond, and is of a family which is connected with the Kentucky Clays. He is a nephew of Edwin Farrar, who was at one time Recorder of the city. He has been practicing here ever since 1856, for six years of that time as physician at the County Hospital of Henrico, and for four years as a Confederate surgeon in charge of the troops holding the city while it was besieged. He is a graduate of Jefferson College, Philadelphia. He has been a farmer also of this vicinity. He is a member of the Virginia Medical Society and of the Richmond College of Medicine and Surgery.

JOHN S. WELLFORD, M. D., of 313 East Grace street, has been prominent as a practitioner of medicine in this part of the country for the last forty years. He was educated in part at the University of Pennsylvania, Philadelphia, and by private tutors, among them, his father, Dr. Beverly R. Wellford, a distinguished physician. He practiced at first in Fredericksburg, his native city, for fourteen years; then he spent a year at Paris in special study. He entered the Confederate service in 1861 as a surgeon of the Ninth Virginia, Armistead's Brigade, and was afterwards senior surgeon of the same brigade. Then he was division surgeon, in charge of the Jackson hospital, until the close of the war. In 1865 he began practice in this city, and in 1868 he was elected professor of materia medica and

therapeutics in the Virginia Medical College here. He was afterwards transferred to the chair of diseases of women and children in the same institution, a place he still holds. He is an ex president of the Richmond Academy of Medicine and a member of the National Medical Association.

Dr. J. B. McCaw, who is president of the board of trustees of the Richmond Eye, Ear, Nose and Throat Infirmary, ex-president also of the Mozart Association, an organization of a very large membership, famous throughout this part of the country for its patronage of music, and ex-president besides of the Westmoreland Club, the leading social organization of the city, has his office at 600 East Grace street, the same place occupied by his great-great uncle, Dr. James McClary, who was notable as a surgeon in the Revolutionary army.

Dr. McCaw is a native of Richmond. He is a graduate of the University of New York, and was a student in the hospitals of that city. He was Dean of the Medical College of Virginia for twenty-eight years, and is still one of its board of visitors. During the war he founded Chimborazo Hospital, in which 76,000 patients were treated, the greatest record ever made by an institution of that character—a record, indeed, only approached by that of the Lincoln Hospital at Washington, D. C., which was 46,000. Chimborazo Hospital had a staff of forty doctors, over whose labors he was medical director.

Dr. LEWIS WHEAT, of 621 East Franklin street, Richmond, is a native of Rockingham county, this State. He graduated at the Medical College of Virginia in this city in 1881, and has practiced here ever since. He was associated for five years with Dr. Hunter McGuire, both in office practice, and at St. Luke's Home, Dr. McGuire's Infirmary. He is a member of the Medical Society of Virginia, and of the Southern Surgical and Gynecological Association.

CHARLES H. CHALKLEY, M. D., of 308 East Grace street, is a member of the Adjunct Faculty of the Medical College of Virginia, and assistant to the professor of chemistry of that institution, and also professor of chemistry at the Virginia Mechanics Institute School of Technology. He is a member of the Medical Society of Virginia and of the Richmond Academy of Medicine and Surgery; and up to two years ago he was surgeon also of the First Virginia Regiment of Volunteer Infantry. He was physician at the Arms House Hospital here for a while, and at the Smallpox Hospital then for two years. He

is a native of Powhatan county, but was raised here. He was educated at Richmond College and took a medical course afterward at the Medical College of Virginia. He received his diploma in 1880.

Dr. W. T. OPPENHIMER, of 106 North Ninth street, is president of the Richmond Board of Health, and has held that office for the last five years. He is now serving his third term in a position indicating, to some extent, his standing in the profession he follows. He has other marks of distinction in it however. He is a member in high standing of the Virginia State Medical Society and the Richmond Academy of Medicine, and is ex-assistant professor of surgery of the Medical College of Virginia. He is a native of Fluvanna county, and was educated in the ordinary scholastic branches in the Richmond College and Washington and Lee University. He took his first course in medicine in the Virginia Medical College here, and an additional course at the University of New York, and was for a year and a half at Bellevue Hospital, and house surgeon when he left there. He returned here in 1884, and has been one of the most successful practitioners here since.

Dr. W. H. TAYLOR, analytical chemist, of 606 East Grace street, is professor of chemistry (appointed in 1870) and special lecturer on medical jurisprudence in the Medical College of Virginia here, and is also professor of science in the Richmond High School. He was a surgeon of the Nineteenth regiment of Virginia infantry during the war, and after it was over returned here and engaged in general practice as a physician and surgeon. He was appointed coroner here in 1872 and was commissioned State Chemist by Governor Walker the following year, and these positions he still holds. He delivers a systematic course of lectures on Medical Jurisprudence at the Medical College here—a task for which his extensive experience as coroner thoroughly qualifies him. He is an authority upon pathological and toxicological chemistry and an expert in all matters involving practical knowledge of chemistry, particularly commercial and sanitary chemistry, and also upon the subject of poisons, which has long been a specialty with him.

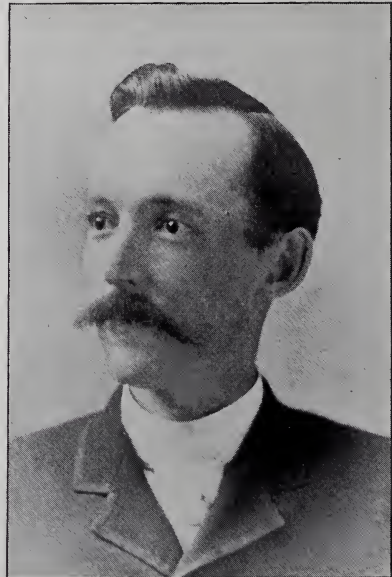
Dr. M. L. JAMES, whose office is at the corner of Grace and Fifth street, is professor of the Practice of Medicine in the Medical College of Virginia and is consulting physician and surgeon of the dispensary staff of that institution. He is a native of Goochland county. He was

educated at Richmond College and at the University of Virginia, in their literary courses, and in medicine at the University of Virginia and Jefferson Medical College of Philadelphia. He took his professional degree at the latter school. He is ex-president of the Richmond Academy of Medicine and Surgery, and he holds several honorary preferments in his profession. He has a large private practice.

Dr. JAMES N. ELLIS, of 109 West Grace street, is superintendent of the City Dispensary, and has charge of the surgical room of that institution, a fact indicating his qualifications for the profession he follows. He is a native of Buckingham county, and is a graduate of the Medical College of Virginia. He took his degree there in 1888 and began practice that same year as surgeon at the Retreat for the Sick in this city. After considerable experience there he began in private practice. He is a member of the Virginia State Medical Society, and also of the Richmond Academy of Medicine and Surgery.

DENTISTS.

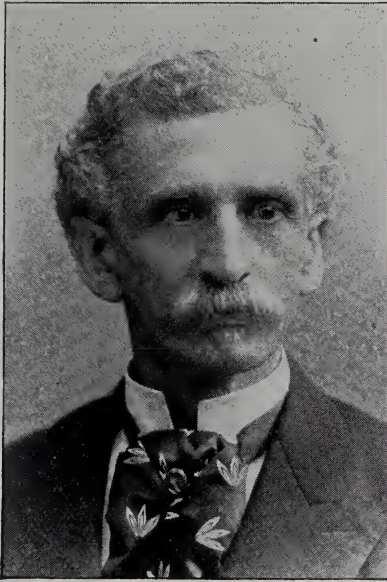
Dr. H. C. JONES, dentist, of 915 East Main street, has been a participant in public affairs here and is thoroughly well known in that character as well as professionally. He is, in fact, a man of high standing in the community. He was, until recently, president of the Virginia



HENRY C. JONES, D. D. S.

Mechanics Institute and colonel of the First Virginia Regiment of Infantry Volunteers. In 1888 he was director-general of the Virginia Exposition, which aroused great interest among the people of other parts of the country, and was of remarkable advantage to Richmond, as subsequent developments show. He is also a member of the CHAMBER OF COMMERCE, and one of its committee on the State Exposition.

As a dentist, Dr. Jones has no superior here. He is a native of the city and a graduate of the Baltimore College of Dental Surgery, class of 1870 and 1871. He began to practice as soon as he had received his diploma, and has been continuously engaged in his profession ever since.

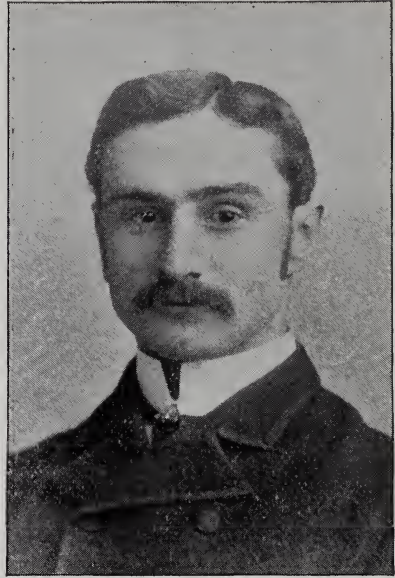


GEORGE B. STEEL, D. D. S.

DR. GEORGE B. STEEL, dentist, of 723 East Main street, is one of the oldest, that is to say, longest engaged in the practice of his profession, of the local dentists. He has been in the business for thirty-five years. He is of a prominent Virginia family, an ex-member of the City Council, and is at present a member of the State Legislature. He is, therefore, a notable man aside from his business. He has the very latest improvements of a mechanical description, and he maintains a remarkably complete establishment.

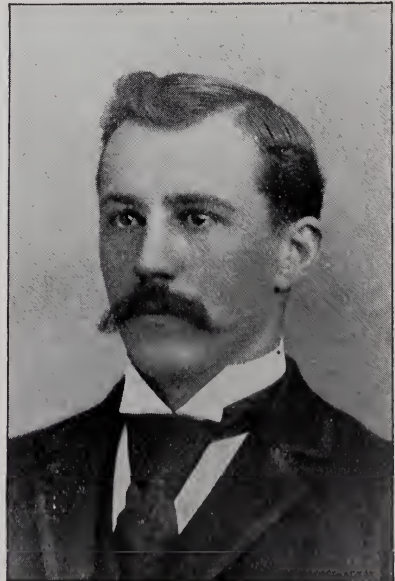
He is assisted in the management of his business by his sons, CHARLES L. and FRANK R.,

who, after a term of practice with their father, graduated in dentistry and medicine at his alma



CHARLES L. STEEL, D. D. S.

mater, the University of Maryland. At this same college they held, in its dental depart-



FRANK R. STEEL, D. D. S.

ment, after their graduation, the positions, respectively, of demonstrator and assistant demonstrator of operative dentistry, and they resigned these positions to engage actively in dentistry in company with him.

The specialty of the firm is bridge and crown work and the latest improved artificial dentures.



JOHN MAHONY, D. D. S.

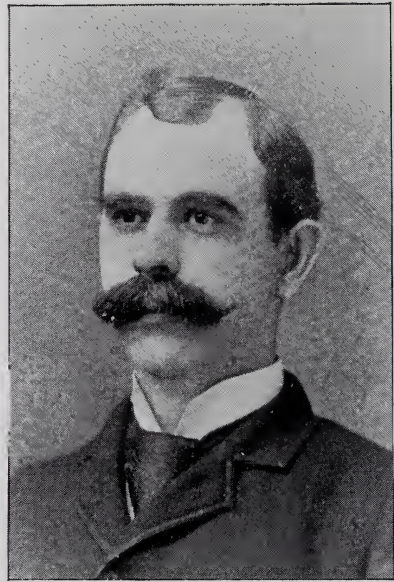
Dr. JOHN MAHONY, dentist, of 625 East Main street, is a native of Ireland, but he came to this country when an infant. He mastered his business under leading dentists of New York city in the '40's. There was then no dental college in the world. He was with Dr. James Alcock there, one of the most prominent men in the profession. He has been established here for forty-four years, and is the oldest practitioner of the city. He was in the Confederate service during the war. He is a director of the Virginia State Insurance Company, the Burton Electric Heating Company, the Granite Perpetual Building and Savings Association, and the German American Banking and Building Company.

Dr. Mahony is sixty-eight years old, but still hale and hearty, and devoted to his business. He was a prime mover in the founding of the State Dental Association of Virginia.

Dr. GEORGE F. KEESEE, dentist, of 627 East Main street, is a native of the city, and is of an old Virginia family. He prepared himself for

his profession at the Baltimore College of Dental Surgery, the oldest dental college in the world; this was after he returned from service in the Confederate army, in which he was one of Fifteenth Regiment Virginia Life Guards. He began practice here in 1869, and has a profitable patronage among the best people of the city. His specialty is the filling and saving of natural teeth, and also artificial dentures. He has been secretary of the Virginia State Dental Association ever since it was organized, and has been secretary of the Richmond Royal Arch Chapter A. F. and A. M. for twenty-six years.

CHARLES A. MERCER, dentist, of 307 East Main street, had ancestors in the Revolutionary war, and is of a family which was one of those that originally settled the Old Dominion. He is a native of the city and a graduate of the Baltimore Dental College. He is ex-president of the State Dental Association, and is an ex-member of the



C. A. MERCER, D. D. S.

State Board of Dental Examiners. He has a good practice, and is notable for efficiency in operative dentistry, which is his specialty. He is past master of St. John's Lodge, F. and A. M., No. 36, of this city.

THE DAVISONS, dentists, of 629 East Main street, are three in number, Dr. F. DAVISON, established here in the profession since 1856, and his two sons, G. J. and W. F. DAVISON, both practitioners of long standing also.

The elder Davison is a native of Bedford county, and a graduate in Medicine of Geneva College, N. Y. He was a dentist for several years in Bedford, before he came here. During the war he invented a machine to make bullets. He has made other improvements and inventions, but has realized little from them because he has devoted himself closely to the pursuit of his profession. Dr. G. J. Davison, his elder son, studied at the Richmond Medical College and also at the New York College of Dentistry. After graduation he returned here, practiced for a while at Lexington, and then joined his father. He is an inventor also. He has a dental patent known as the "separator" which has found favor wherever it has been introduced. He has invented a machine also for steel tip plates for shoe soles and heels which promises to be very valuable. Shoe men pronounce it the best in the market. Dr. W. F. Davison graduated from the Baltimore Dental College, and after considerable experience here under his father, eight years ago, associated himself with his father and brother. As dentists they make a specialty of "crown work" and "regulating." They have a large and profitable practice.



W. WYTHE DAVIS, D. D. S.

W. WYTHE DAVIS, D. D. S., of 915½ East Main street, is a native of the city and a graduate of the dental department of the Univer-

sity of Maryland. He took his degree there at the session of 1890 and 1891, and began practicing here in the same year. He is a young man of ability and energy, and is rapidly acquiring a lucrative practice. He has a very tasteful and commodious office.



P. P. STARKE, D. D. S.

Dr. P. P. STARKE, dentist, of 123 Broad street, has been practicing his profession here for the past four years. He is a graduate in dentistry of the University of Maryland, Baltimore, and is a member of the Virginia State Dental Association.

He has served on the committees of dental education, operative dentistry, etc., of that association nearly all the time he has been established here. He has given his attention to operative dentistry, and has built up a large practice.

Dr. Starke is a native of this State. He was born twenty-nine years ago near Goodall's Tavern, Hanover county, and is a descendant of General Starke of Revolutionary fame, and also, through his grandmother, Mary Bruce Brown, from the Bruces of Scotland. After leaving school he followed the business of a compositor for some years, but gave that up to study the profession he now pursues. He is well known in Hanover and adjoining counties, where he first began practice.



W. E. DORSET, D. D. S.

W. M. WADE, Dentist, of 301 East Main street, is a native of Albemarle county, and studied dentistry at the Baltimore College of dental surgery, session of 1876-'77. He began practice first in Scottville, Va., and continued there until 1889. He then moved here and since has built up a very good practice.



W. M. WADE, D. D. S.

W. E. DORSET, dental surgeon, of 102 North Seventh street, is a native of Chesterfield county, across the river from the city. He studied dentistry at the University of Maryland, and graduated there in 1885. He began practice here in 1887, and he is now established in a very excellent business. He is considered one of the most proficient of the younger men engaged in the business here.

PULPIT CELEBRITIES.

IN the person of the Rev. MOSES DRURY HOGE, D. D., LL. D., pastor of the Second Presbyterian Church of this city, Richmond has a great pulpit orator and divine, eminent not alone in this part of the country, but in the North and in Europe as well, through his participation (and by his addresses especially) in convocations, evangelical and international, for the most part, in character.

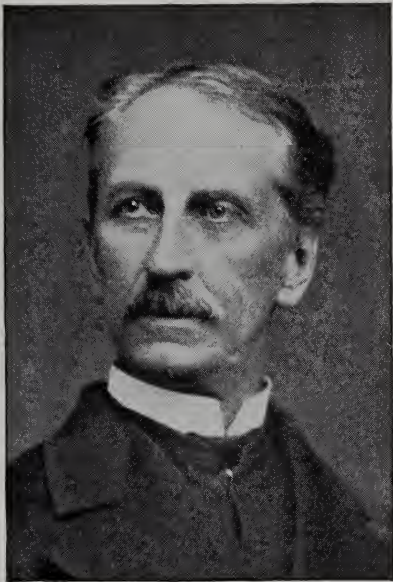
He has been pastor of the Second Presbyterian Church here for forty-eight years; has held no other pastorate, in fact, but that, since his ordination. The temple that houses this congregation was built in 1848 under his ministration; from the parent stem of that congregation the Fourth Presbyterian Church has branched, and when, in 1890, the anniversary of his 45th year of service as shepherd of his flock occurred, commemorative services were held, in which preachers of other denominations joined, and distinguished Virginians paid their tribute; and Grover Cleveland expressed his regret that he could not be present.

A "Patriarch in Zion," he is regarded here, endeared to the people of Richmond by many lovable qualities. He was the founder of the Old Market Mission, which the court records show has reclaimed from vice and squalor, in large measure, one of the worst purlieus of the city. During the war he was a Confederate camp and hospital chaplain. In 1864 he ran the blockade, as grand colporteur of the armies of the South, and returned from England with a precious freight of bibles and religious works, donated by the Foreign Bible Society of Great Britain.

The honors of his high calling have been literally showered upon him. Hampden-Sidney conferred the degree of D. D. upon him in 1854; Washington and Lee, of L. L. D. in 1886. In 1873 he was delegate to the session of the Evangelical Alliance held that year in New York; in 1875 was moderator of the Southern General Assembly of the Presbyterian Church, St. Louis; and in the same year he delivered the address at the un-

veiling of the statue of "Stonewall" Jackson by invitation of the Legislature of Virginia. Again in 1877 he was delegate to the Pan Presbyterian Council, Edinburgh; in 1884, delegate to the Alliance of Reformed Churches of the World, Copenhagen; in 1888, commissioner to the Alliance of Reformed Churches, London; and in 1890, delegate to the conference of the Evangelical Alliance, Boston.

It is not too much to say that his oratory charmed these assemblies and established his reputation for ripe scholarship, superior powers of description and polished rhetoric, even in extemporaneous delivery, which is his usual habit. He is also a clever writer, and as a lecturer, occasionally, particularly after his tour of



REV. DR. MOSES D. HOGE.

the Holy Land and Orient in 1880, shows that he possesses graphic powers of an exceptional order.

Dr. Hoge was born seventy-four years ago at Hampden-Sidney, Prince Edward county, Va. He is of Scotch ancestry, and of a family which has been settled in Virginia for more than a hundred and fifty years. His forefathers on both sides were ministers. He is therefore, as his biographer declares, emphatically of the Tribe of Levi. He has four children living, all of whom are grown. M. D. Hoge, Jr., M. D., of this city, is his son.

THE CATHOLIC CHURCH AND INSTITUTIONS.

THE following brief account of the Catholic Church and institutions in Richmond, its schools and charities particularly, is compiled from a sketch of the Church in Richmond by Rev. A. M. Keily.

The first Catholic service in Richmond was a celebration of mass in the winter of 1791-92, just a hundred years ago, by the ABBE DUBOIS, one of the distinguished priests driven out of France by the Reign of Terror, who was furnished the assembly chamber of the then new Capitol for it. It was not until 1816, however, that the number of Catholics in the city justified regular services. A congregation formed then, leased the Presbyterian Church at Main and Twenty-seventh streets, where Hardgrove's tobacco factory now is. The first resident priest was Rev. JOHN MAHONEY, 1820-21.

Virginia was constituted a bishopric in 1820 by Pope Pius VII, and Rev. PATRICK KELLY, president of Birchfield College, Ireland, was sent out as its first bishop. He sent Father JAMES WALSH to Richmond in 1821, but it appearing shortly that the establishment of the bishopric was premature, Bishop Kelly returned to Ireland and Father Walsh with him. The little flock here was not, however, left without its shepherd; Father THOMAS HORE, a zealous Irish priest came hither. He built the first Catholic church of the city in 1825, on a lot situated on the Marshall street between Third and Fourth, which was a bequest from JOSEPH GALLEGGO, founder of the great flour mills of the same name here. This ground was afterward lost in a law suit, growing out of the probate of Gallego's will, but was bought up again by the church authorities. The church upon it was about 30 by 40 feet, a modest tabernacle, but for the time, sufficient.

The arrival of Father TIMOTHY O'BRIEN marks the beginning of an important period in the history of the Church in Richmond—a period of notable growth and development. Under his ministrations the church at Eighth and Grace streets, St. PETER'S, now the CATHEDRAL of the diocese, was built. It was dedicated in 1835. At his request, also, the Sisters of Charity from Emmettsburg, Md., came here and founded St. JOSEPH'S ORPHAN ASYLUM upon the property bought from the Gallego estate. This place is still occupied by them. Attached to it, and under the charge of sisters, is a school for girls, the revenue from which is devoted to the support of the orphans.

The diocese of Virginia was re-erected in 1840. Bishop RICHARD V. WHELAN, consecrated in 1841, devoted himself assiduously to amplifica-



RT. REV. A. VAN DE VYVER,
R. C. Bishop of Richmond.

tion of the good work begun by the fathers before him. Under him a college was built in the suburbs, as a seminary and boys' school, which was afterward abandoned, but not before some distinguished priests had proceeded from it. Under him also the CATHOLIC GERMANS of the city were provided with a separate place of worship, the church on Marshall street, between Third and Fourth, built in 1851, and also with a school, which are entrusted to the ministrations of the benedictine fathers, with Rev. WILLIBOLD BAUMGARTNER, O. S. B., as pastor and principal of them, respectively. The engraving on page 31 of this work is a cut of them.

In 1850 the diocese was divided, and part of the State now included in West Virginia was set off as another bishopric. This year came to Richmond the learned, eloquent and truly Christian Bishop JOHN MCGILL, distinguished here as a citizen as well as churchman. He was incumbent of the office during the dark days of the war; and no more ardent champion of the Southern faith and cause was to be found here. During his term in 1859, ST. PATRICK'S CHURCH, at Twenty-fifth and Grace streets, was built, and

the Cathedral was enlarged; and during his term also the Visitation Convent School, MONTE MARIA (page 35) on Church Hill, established for the higher education of young ladies, and ST. PATRICK'S SCHOOL FOR GIRLS, which is under the direction of the Sisters of Charity, were built up. He died in this city January 14, 1872, just twenty years ago, generally lamented.

He was succeeded by bishop, afterward archbishop, and now Cardinal GIBBONS, of Baltimore. Two substantial monuments of his five years' labors are left: The HOME OF THE LITTLE SISTERS OF THE POOR, Main and Harvie streets, a noble charity, in which, under the name "St. Sophias Home," the aged and helpless of both sexes are cared for by the good sisters, without regard to religious distinctions; and ST. PETER'S SCHOOL FOR BOYS, Ninth and Marshall streets, a school which has an attendance of 300, and is under the direction of the XAVERIAN BROTHERS.

Rt. Rev. J. J. KEANE succeeded to the bishopric in 1877. His name is still familiar to the people of Richmond, irrespective of creed, as that of a scholarly, learned and eloquent divine. He inaugurated work among the colored people and called to his assistance, for that purpose,



V. R. JOSEPH FRIOLI, V. G.

Rev. JOHN R. SLATTERY. They succeeded in providing for the amelioration of the dependent race, a church, school and convent: ST. JOSEPH'S

CHURCH AND SCHOOL at Fourteenth and Jackson streets, and the convent of the SISTERS OF ST. FRANCIS, at First and Duval streets. Under Bishop Keane also was built the CHURCH OF THE SACRED HEART on Floyd avenue, of which Rev. J. B. O'KELLY is pastor.

Bishop Keane is now the rector of the Catholic University of America, Washington, D. C. Associated with him in his work here, were several priests who were afterward advanced to high honor in the church: Revs. F. JANSSENS, A. VAN DE VYVER, and D. J. O'CONNELL, D. D. Father Janssens left Richmond as bishop of Natchez, and is now the distinguished archbishop of New Orleans. Dr. O'Connell—in heart a son of Richmond still—is rector of the American College at Rome. Father Van de Vyver became successor of Bishop Keane in office.

The Rt. Rev. A. VAN DE VYVER, D. D., Catholic bishop of Richmond, is a native of Belgium. He studied theology at the American College, Louvain, Belgium, was ordained priest in 1870, came to Virginia the same year; was stationed at the Cathedral for several years, transferred to Harper's Ferry, West Va., in May, 1875, and recalled to Richmond and made vicar-general May 1, 1881. He was consecrated bishop of this diocese, embracing the North-eastern part of West Virginia, and all of Virginia east of the Blue Ridge, October 20, 1889.

The ability and energy already displayed by him, in the administration of the diocese, is promise of a carrying forward of the splendid work begun by his predecessors. He has set himself to add to the number and efficiency of the institutions already established, and in this work has the hearty assistance of the vicar general, Father FRIOLI.

V. REV. JOSEPH FRIOLI, vicar-general of Richmond diocese, was born in Portsmouth, Va., October 20th, 1853. He studied the classics at St. Charles College, Md., and theology at St. Mary's Seminary, Baltimore, Md. He was ordained December 23rd, 1882, appointed pastor of Keyser, West Va., January 3, 1883, and removed to Richmond and made vicar-general of the diocese October 20th. 1889.

REV. E. M. TEARNEY, assistant at the Cathedral, was born at Harper's Ferry, West Va., January 10th, 1858. He studied at St. Charles College, Maryland, and afterwards at the American College, Rome, was ordained May 19th, 1883, appointed to the Cathedral, as assistant, in



ST. PETER'S ROMAN CATHOLIC CATHEDRAL, AND BISHOP'S RESIDENCE.

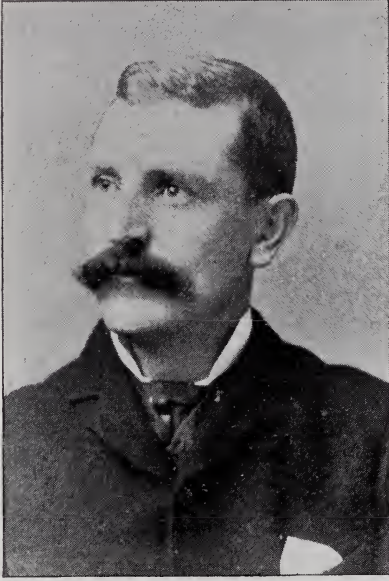
July 1883, and made chancellor of the diocese in 1885.

Accompanying this text, portraits of the bishop and Father Frioli are presented, and also an engraving of the Cathedral and residence of its clergy.

OTHER NOTABLES.

THE "LEADER" issued by the Leader Publishing Company, of MANCHESTER, is an afternoon penny paper, established four years ago, and having a circulation of about 1,200. It is the only daily in the Senatorial district, em-

bracing the counties of Chesterfield, Powhatan, and Goochland, and the city of Manchester, and the only penny paper in the State. It has



BENJAMIN P. OWEN, Jr.,
Editor of the "Leader," Manchester.

a fine mechanical equipment, including an outfit for making its own engraved illustrations, and a job office is run in connection with it by its owners, who are prominent business men of Manchester.

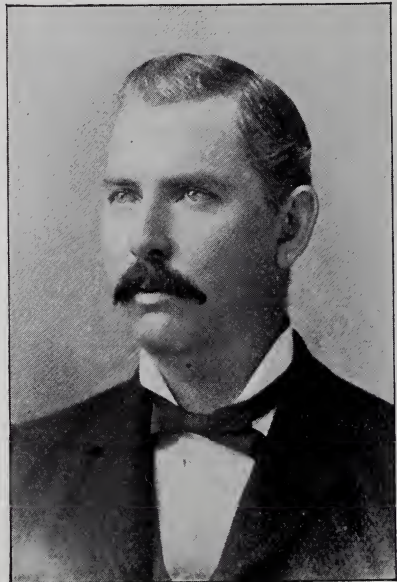
A. L. ADAMSON, leading real estate agent, is its president; H. C. BEATTIE, of H. C. & D. D. Beattie, vice-president; and BENJAMIN P. OWEN, Jr., secretary and treasurer and editor. The directors are these gentlemen and J. F. Bradley, D. I. Toney, member of the legislature representing Chesterfield and Powhatan counties; W. L. Moody and E. W. Weisiger.

Editor Owen was formerly with the Richmond "Dispatch," "Whig," "State" and "Times," and has also been official stenographer for committees of the General Assembly of Virginia for the last ten years.

EARNEST A. HOEN, the resident member of A. Hoen & Co., lithographers of Richmond, Va., was born in Baltimore, September 8th, 1852. In 1854 Mr. August Hoen, his father, removed with his family to his country seat, "Westernwald," Baltimore county, so named in honor of his birthplace in Germany. Raised in the country, with all the advantages of a city

near by, his early years were passed amid surroundings characterized by all that is beautiful in nature and in an environment free from the temptations of city life. Inheriting from his father artistic gifts and aesthetic tastes, it is small wonder that after receiving a collegiate education, with the intention of studying law, his inclinations should declare themselves in his choice of the lithographic business as the field of his labors.

After a thorough business training in the Baltimore house of A. Hoen & Co., he came to Richmond in 1877, and assumed charge of the establishment of the house here. In this undertaking he was speedily successful; to it he brought a thorough knowledge of the business, and a mind generally well stored by study and observation. Like his father and mother, an ardent lover of music, he was one of the original incorporators of the Mozart Musical Association, an institution that has delighted thousands of patrons, and not only made music of a high class fashionable here, but has served as an incentive to youth to cultivate the soul inspiring muse. With no desire for high political or social honors, he lives quietly and happily in a



E. A. HOEN,
Of A. Hoen & Co., Lithographers.

well appointed home, enjoying the companionship of his wife and two boys, and the esteem and friendship of a circle of congenial friends.

The BLUFORD ELECTRICAL WORKS, of 16 South Fifteenth street, embrace a brass foundry and machine shop, with a very complete equipment, run by an electric motor. They have been established for four years. Nearly all the repairing of electric motors in this city and its vicinity is done by them, and work is sent out from them as far West as Denver. I. BLUFORD, whose portrait accompanies this description of them, is their proprietor. He hails from Norfolk, originally, is a machinist by trade, and has spent many years at it in this part of the country.

The specialty of these works is the manufacture of the "Bluford Electric Motor," of which Mr. Bluford is inventor, the making to order of special electrical machinery, the repairing of electric motors of every make, and the rewinding of any make of armature; and this is the only concern south of Baltimore prepared to do work of this character.

Mr. Bluford is the inventor also of the "Bluford Self-acting Trolley," which is fast being adopted by the leading electric railways of the country. He is also the inventor of "Bluford's Self-adjusting Carbon Brush Holder," a device



I. BLUFORD, Electrician.

JAMES NELSON WOOD, distinguished here as an author and inventor, was born in Petersburg, Va., August 10th, 1871. Although he has but



JAMES NELSON WOOD, Inventor.

just reached his majority, he has already achieved success, and is prominent, both as a man of mental parts and as an inventor.

His family antecedents were doubtless potent factors in determining his career. On the maternal side, among others of social and intellectual worth, Governor Preston—whose portrait graces the long line of gubernatorial portraits hung within the Capitol—was one ancestor. Upon the paternal side, which is of Quaker stock, the inventive faculty is especially to be found; notably in his grandfather, James P. Wood, the inventor of the "Endless Chain."

The subject of our sketch may be said to belong to the ranks of the self-educated men of our country. As a boy, he was a pupil of the Quaker College at Swarthmore, but early left its training to industriously carve out a path in life for himself. His mind was too prolific of original thought to admit of restrictions, or to conform to the ordinary methods of intellectual development.

After leaving school he became an insatiable reader, one particularly interested in physics and chemistry. At the age of seventeen he began to invent, and found it easy to put into form whatever idea he cared to utilize. His

for utilizing over again old lamp carbons, and he has perfected, improved and invented many other useful devices.

first important invention (not, however, yet perfected), was the type-setter, of an entirely new order, both as to its mechanism and motor-power.

The cigarette machine, which has just been completed under the auspices of Richmond men, came next. This machine is a radical departure from all others. It occupies only about one hundredth part the space of a "Bonsack" machine. It is suggested by practical men who have seen it, that it bids fair to revolutionize the cigarette business. With slight alterations it will make cigars as well as cigarettes; and, in addition, a machine for placing the cigarettes in boxes (after first throwing aside any that are imperfect), may be termed an even greater triumph of invention than the cigarette machine which it supplements.

Mr. Wood is also the inventor of an electric railway system which overcomes the great difficulties of "ground induction" and "short circuiting." Indeed, it has been said of the young inventor that he needs only a suggestion as to an invention in any field, and he can materialize it. Certainly his inventive genius has already taken a wide range—all the way from improving an ice-cream freezer to the utilizing of nature's forces for motive power. He is also interested in aerial navigation, and is said to have worked out the difficult problem to his own satisfaction.

Mr. Wood is a student, also, of Eastern literature, and has written and published some interesting articles on the subject.

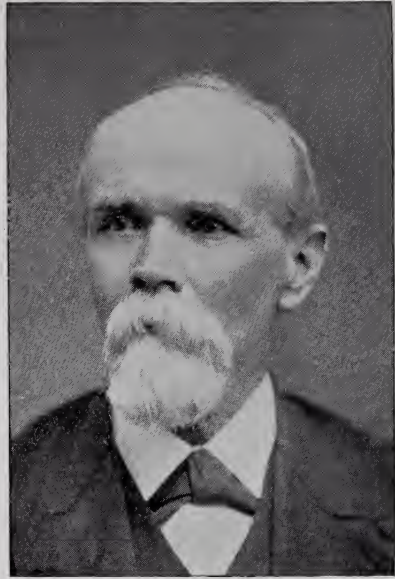
Upon political and social topics also, his pen has been active. A little *brochure*, "The Great Money Trust," has been published by him during the past year, and has received very favorable mention from press and individuals. It has been translated into French and German, and will be published simultaneously in those lands.

For so young a man, Mr. Wood has manifested a high degree of ability and energy, and his future is assuredly most promising. Richmond, in which he has made his home, congratulates herself upon such an addition to her notables.

MISCELLANEOUS.

The J. P. JUSTIS EMPLOYMENT AGENCY, 9 North Fifteenth street, is the oldest in the city, and is one of the largest in the land. It was established soon after the war by the late J. P. Justis, and is conducted by his son, Mr. H. P. Justis. It is well known throughout the North

and West as well as in the South, and it has the confidence, in a remarkable degree, of both classes with whom it deals, the employing and the



THE LATE J. P. JUSTIS.

laboring elements too. This confidence has been earned by straightforward transactions with all.



H. P. JUSTIS, Employment Agent.

Mr. J. P. Justis, founder of this business, was the first to perceive that, in the unsettled condition of things after the war, an intermediary was necessary between the whites desiring to employ and the blacks to be employed. Ignorant and misled, the negroes were fearful of a return to slavery on the plantations, and were equally suspicious of the philanthropist coaxing them North. As a planter and manager of plantations before the war, Mr. Justis had the confidence of many darkies, and through his influence their fears were allayed and they were induced to work. In course of time he built up a large business in this way, as an employment agent, not merely of black but of white labor as well.

About five years ago his son, the proprietor of the agency, acquired an interest, and since the death of its founder, has conducted it with success. He had, in fact, been manager of it for several years before, because of the failing health of his father.

Many large coal operators, both North and South, railroad and public works contractors, manufacturers and farmers, are patrons of this agency. A large business is done by it also in the line of household and hotel servants, both male and female.

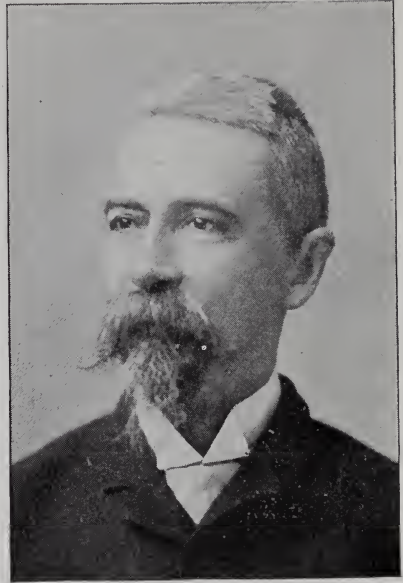
Following are its references: General manager Sweet, C. W. & V. Coal Company, Chicago; the Silver Creek Mining and Railway Company, Doylestown, Ohio; the Jackson Coal and Mining Company, Brazil, Ind; the Columbus and Hocking Coal and Iron Company, Columbus, Ohio; and other railroad officials and business men generally of this city.

R. W. ELSON, employment agent, of 417 East Broad street, this city (and all principal Northern and Eastern cities), was established twelve years ago. He has a business ranging from Canada to South America. He gives close attention to the character of the people he recommends to places. In most cases he makes arrangements with both the employer and employee.

He supplies business men with clerks, and finds places for physicians even, and bank officers.

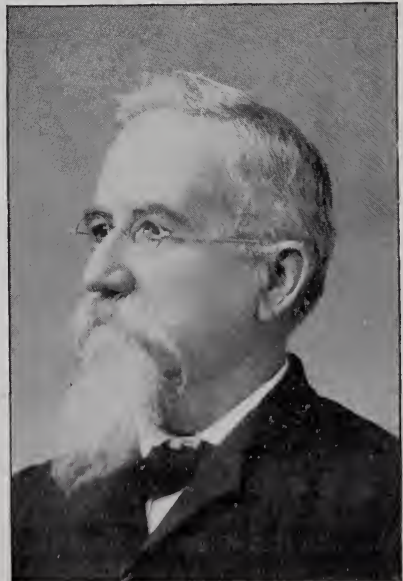
It is his specialty to furnish servants and laborers, cooks and house servants for private families as well as hotels, summer resorts, etc. He does a large business and has the confidence of the community.

His portrait is one of the illustrations of this page.



WILLIAM M. MARTIN,
Of Martin & Co. Employment Agency.

MARTIN & Co.'s employment agency, 213 North Sixth street, was established in 1891. Mr. WILLIAM M. MARTIN, its manager, is a native of Chesterfield county, and has been a resident and merchant of this city for the last twenty



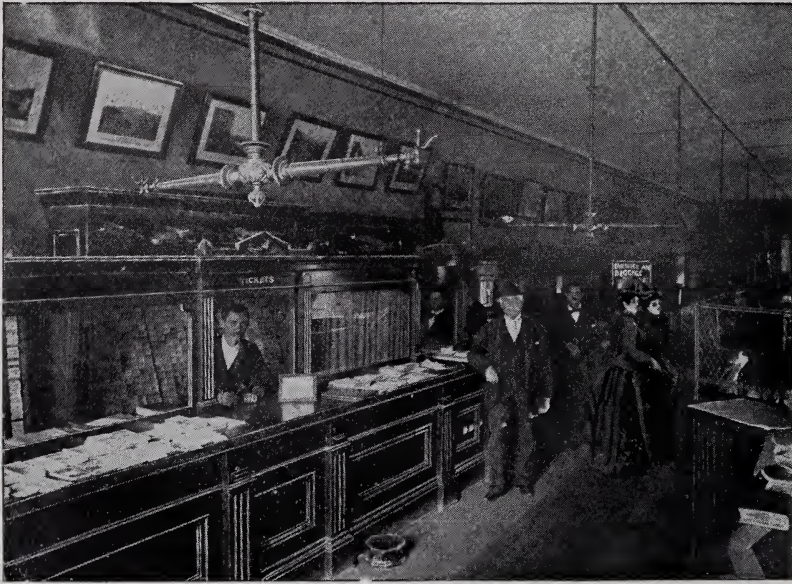
R. W. ELSON, Employment Agent.

years. He makes a specialty of supplying families and hotels with house servants, and also does some business in the way of providing clerks with situations. He is especially well prepared to supply good servants on short notice. He does business with patrons everywhere in the Union, from ocean to ocean. Last year he furnished places for some 3,000 persons.

The RICHMOND TRANSFER COMPANY, of which Major A. W. GARBER is president, and C. A. TAYLOR is secretary and treasurer, does a general transfer business of passengers and baggage to and from hotels and trains, operates a carriage and cab line, and also maintains a union office for the sale of railroad and steamboat tickets of

ten landaus and four coupes, five single and five two-horse baggage wagons, and it has something like fifty horses regularly in use.

The carriages and wagons of this company call for passengers and baggage wherever ordered. Its rates are as reasonable as prompt and good service will permit. It furnishes, for the accommodation of tourists', pleasure carriages with intelligent drivers, who act as guides for those desiring to see the antiquities and attractions of the Capital of the Old Dominion. It is empowered to check baggage through to destination upon proper tickets, and it has facilities for securing sleeping and parlor-car accommodations.



OFFICES OF THE RICHMOND TRANSFER COMPANY.

all kinds at 901 East Main street. Major Garber established the delivery department of this business in 1865 and the ticket office in 1870. The business had grown so, by the beginning of the year 1892, that incorporation was resorted to, the better to conduct it, and it is now in the hands of a joint stock company of \$50,000 paid up capital, which company does a business aggregating \$300,000 in receipts a year.

The equipment of this company will compare favorably with that of any concern of the kind in the land. It has stables on Ninth and Cary streets. In its service it has 40 persons. Its rolling stock embraces four cabs, five omnibuses,

The SOUTHERN BELL TELEPHONE AND TELEGRAPH COMPANY, operating the Richmond Telephone Exchange, occupies two floors in new and commodious quarters at Ninth and Main streets. The territory of this company comprises the six South Atlantic and Gulf States from Virginia to Alabama inclusive, and a portion of West Virginia.

The growth of the Richmond Telephone Exchange has been steady since its start in 1879. There are over one thousand subscribers. Toll lines extend South to Petersburg and North to Hanover Courthouse.

The "Law system" of operating is used. It

gives the best and most rapid service known. The Central Office equipment is of the latest design, and ahead of any in the South.

Richmond was the first city in which the "McCluer Return Ground System" was used. This system was devised by C. E. McCLUER, of Richmond, district superintendent of the Company, who has long been identified with electrical interests in the South. It secures freedom from the disturbance of electric light and electric street railway currents.

Richmond is the headquarters for the territory of the Telephone Company in Virginia and West Virginia and North Carolina. The number of employes is 57.

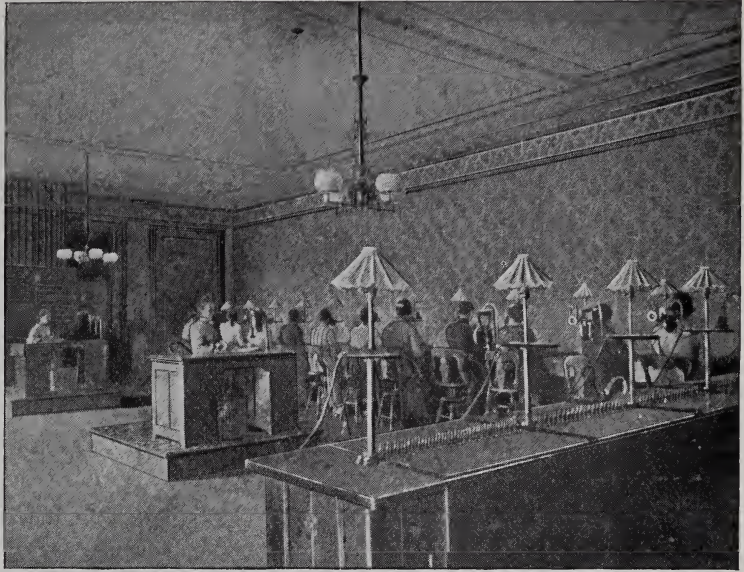
R. B. Rood is the Richmond manager.



E. S. READ, FOUNDER OF HIGHLAND SPRINGS.

Richmond & Seven Pines Electric Railway.

At HIGHLAND SPRINGS, lying on the Nine Mile road, along which the Richmond and Seven Pines Electric Railway extends, a work of suburban im-



INTERIOR CENTRAL OFFICE

SOUTHERN BELL TELEPHONE AND TELEGRAPH COMPANY, RICHMOND.

provement of considerable importance has been proceeding quietly but effectively for two years past under the direction of Mr. E. S. READ, a gentleman hailing originally from the North, but long familiar, on account of repeated visits, with this and other parts of the South, and for many years interested, at first as spectator merely and then as investor and participant, in the city's progress.

Mr. Read first came to this city to "winter" here. To a liking for the old city he added, in course of his experience of it, an appreciation of its promise as a great business center. After many lengthy visits, covering every Southern State, in search of the most healthful as well as the most promising locality for a home and investment, he finally reached the conclusion that here was to be the scene of the most substantial development of all the places he had seen.

With him to form such a conclusion was to act upon it. He began operations by extensive purchases Northeast of the city, in the four-and-a-half-mile ring or belt described on the maps of the city, from its heart as central point, and on the line of the Seven Pines railroad, about midway between the city line and the battle-field and cemetery of "Seven Pines," or, as the Federal

histories name it, "Fair Oaks." The long line of Confederate breast-works, still in excellent preservation, runs through his ground. He has

He has spent altogether on this property over \$75,000, and is constantly putting out money for improvements. About five hundred lots (each of fifty feet frontage) have been sold at prices varying from \$50, for those back from the railroad, to \$400 for those available for business and fronting the dividing line of the Seven Pines road. The place is the ideal town-site of these parts. It is on a ridge, with its drainage slopes dipping to the East toward the Chickahominy, and to the West toward the James.

There are nine large springs of purest water on the property, and their overflow assures an abundant water supply for a large settlement for many a year to come.

The residents of this little settlement are people of the very best sort. The church was built for the Baptists, who have a thriving society; and the Episcopalians, who organized a year ago and met in the school-house, have agitated

the question of building a house of worship also. The place has already its literary and musical society. In a word, it is a community of the highest social standard and tone.

Mr. Read's enterprise and liberality (which is enterprise also) has made this settlement the most attractive of any in the suburbs. The conversion of the Seven Pines Dummy line into an electric road by its present owners, the Richmond Railway and Electric Company (a work now practically complete), is assurance of the continued, indeed, the more certain and rapid



RESIDENCE OF E. S. READ, HIGHLAND SPRINGS.

over 800 acres there altogether, with three miles of frontage on the Seven Pines Railway, and without advertising, or so much as a whisper of boom, has attracted there and adjacent a thrifty little settlement of perhaps fifty houses, which has its church, school, public library of 2,000 volumes, engine-house and fire equipment, post office, station, stores, and all the characteristic features of city life, save one—saloons; of these there are none, and none are likely to be while the conditions of his deeds are respected and enforced.



ELECTRIC RAILWAY STATION, POST OFFICE BLOCK AND STORES, HIGHLAND SPRINGS.

growth of Highland Springs. The commutation-ticket fare to it is but five cents, the same as to all points in the city proper.

Mr. Read's place of business is at Highland Springs, where he had from the first decided to make a permanent home. He is a member, we may add, of the RICHMOND CHAMBER OF COMMERCE.

\$1,552,398.00. It has paid to its policy-holders, since its organization, \$1,226,320.39 and during the last six years its premium income has increased nearly five-fold. Its total income, last year was \$507,752.35. It is a company that pays its death claims immediately upon presentation and approval of the proofs of death. Its policy-holders now number over 70,000, scattered through many States of the Union.

The results already attained by this company show that it has had intelligent and conservative management. G. A. WALKER, its president, has been in the insurance business for the past eleven years, and has displayed great executive ability in his management of the Company. JAMES W. PEGRAM, its secretary, has spent twenty-two years in this company's service—ever since it started, in fact—and twenty-six years in the life insurance business, and has ably seconded the efforts of the president in making this the most successful Southern Life Insurance Company.

The directors are these officials and John G. Walker; T. William Pemberton, a capitalist of this city, who has been connected with the company for nearly twenty years as a director,

and one of its vice-presidents; Everett Wadley, of the Everett Wadley Printing Company; General F. H. Cameron; Major George Johnston; W. J. Walker; F. P. Cooke, of T. F. Minor & Co., who succeeded his father, the late General John R. Cooke, in the board of directors, and John F. Slaughter, Jr., cashier of the Fidelity Bank of Durham, N. C.

Messrs. COKE & PICKRELL, attorneys, are the counsel of the company. The large and increas-



OFFICES OF THE LIFE INSURANCE COMPANY OF VIRGINIA.

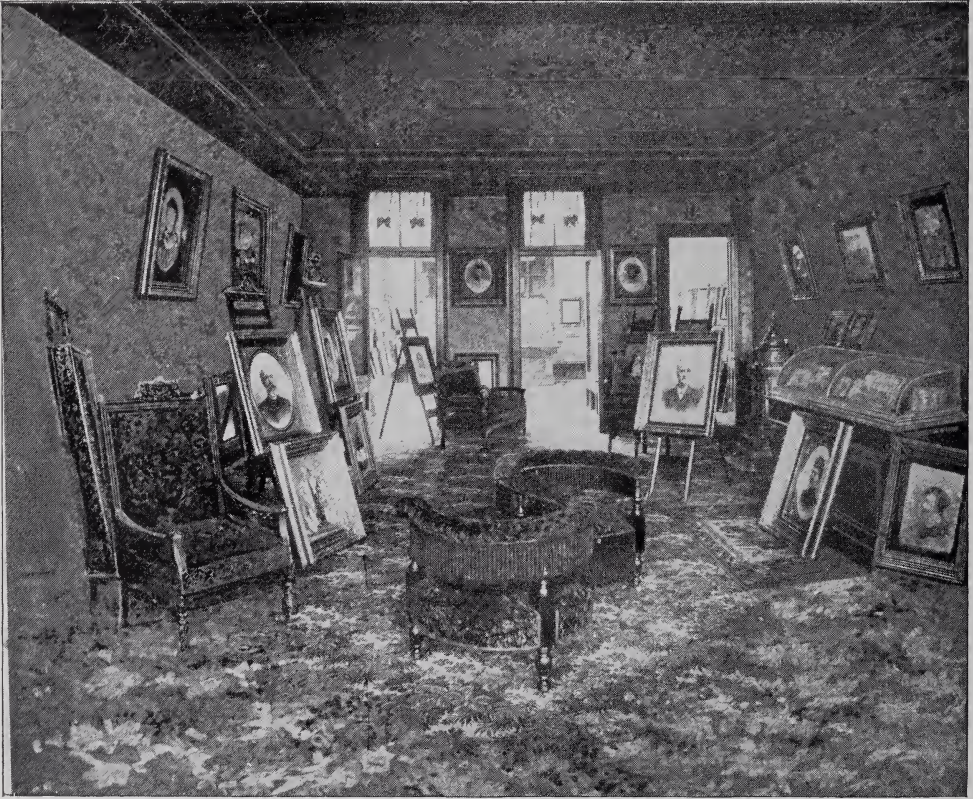
The LIFE INSURANCE COMPANY OF VIRGINIA is an old company and a solid one. On December 31st, 1892, its annual statement was rendered. That statement shows it to have \$100,000 capital stock, and a surplus as to policy-holders of \$156,962.52. At the same time its assets were \$819,029.86, and the total amount of its insurance in force, \$9,832,327.00, an increase in assets, over the year preceding, of \$140,286.27 and in the matter of insurance in force of something over

ing business of the company requires the employment of over fifty persons in the Richmond office.

Among the stockholders of the company are James B. Pace, president of the Planter's National Bank; G. A. Walker, James Pleasants, W. J. Walker, T. William Pemberton, James W. Pegram, John G. Walker, of Richmond, Va.; Fred. Taylor, of Norfolk, Va.; Colonel Frank Reed, of Washington, D. C.; Major George Johnston, of Alexandria, Va., and many others.

his employ, and has attained to an interest by his proficiency in the business. They have a great reputation in Georgia and throughout the Carolinas, as well as here, for their specialty, enlarging portraits in oil, pastel and crayon, and for group work. They are the only photographers that get a complete proof of the Virginia Senate and House of Representatives, which holds sessions here every second year.

GEORGE S. COOK, photographer, of 915 East Main street, came to Richmond twelve years



CAMPBELL & CO.'S PHOTOGRAPH STUDIO.

The Home Offices of this company are situated at the corner of Ninth and Main streets, in the building shown in the engraving accompanying this matter (page 307).

CAMPBELL & Co., photographers, of 429 East Broad street, have one of the finest galleries in the South, both in equipment and appointments, and in patronage. They have also one of the oldest. Mr. Campbell, of the firm, established the business in 1866. Mr. CLARKE, his partner, was in

ago. He had galleries, previous to the war, in New York, Chicago and Philadelphia, but has spent most of his life, however, in the South.

He does a large business in views of historic places hereabouts, taken by himself, and carries a stock of them on hand for sale to visitors and tourists. He has patrons in both city and country, and besides ordinary portraiture, has reputation for his crayon and pastel work also.

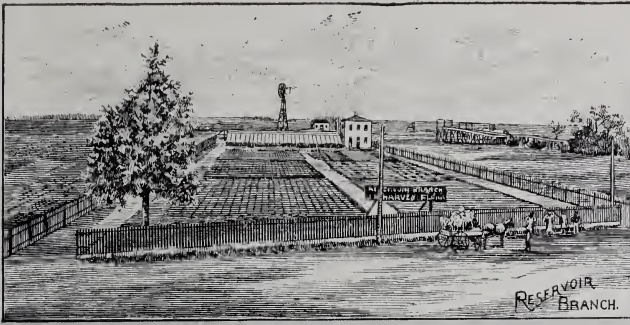
Mr. Cook's sons are associated with him in the business. They devote considerable atten-

tion to the taking of views—in fact, make that branch a specialty. Many of the views and most of the portraits taken to illustrate this work, are from this gallery.

E. S. LUMPKIN'S "New York Art Gallery," has the largest country patronage of any gallery of the city. It occupies a place of three stories at 817 East Broad street, and is thoroughly appointed for the business. It does strictly first-class work at reasonable prices. Mr. Lumpkin is a master of his art. He was with Anderson here for fifteen years before he went into

wind-mill, hydrants and water-plugs throughout, and the equipment of the place is unquestionably as fine as anything of the kind in the South, and certainly the most extensive here. The engraving on this page will serve to convey to the reader an idea of what this establishment really is.

The specialty of this establishment is the trade in cut flowers and ornamental plants. These are shipped by it to all parts of the State. The gardens were established in 1870, and three generations of the Harvey family were interested in them. They were founded by the grandfather of the present proprietor. He had been in the same



J. H. HARVEY'S NURSERIES AND GREENHOUSES.

business on his own account in this establishment. He has no specialty, but is up in every detail of his business.

J. H. HARVEY, florist, of 5 West Broad street, has his greenhouses at Barton Heights, a suburb of the city. They cover three or four acres of ground there. He has 60,000 square feet under glass. The greenhouses are heated with hot water. There is a bored well for the water supply of the place, two steam pumps and a

line in New Jersey before he came to this city. Mr. J. H. Harvey, the present proprietor, is a young man, but one of enterprise and sterling business character. He is a member of the CHAMBER OF COMMERCE, and as such is a participant in all the projects set on foot by it to further the interests of the city.

His down-town office and sales-rooms, on Broad street, are in the heart of the city and on the principal business street, easily accessible from all quarters of Richmond.

W. A. HAMMOND, florist, of 107 East Broad street, has gardens on the Brook Turnpike, about a mile from the city, of four acres area, about a half of which is under glass. He occupies 54,000 square feet of this area with greenhouse, heated by steam and furnished with water by wind-mills and a steam pump. He makes a specialty of roses, violets, palms, and other choice greenhouse products, and employs about fifteen hands. He is a shipper to New York and Baltimore, as well as to the States adjacent to this, and does a business of \$25,000 to \$30,000 a year. His establishment, in fact, is a leading

army of travelling salesmen. They also have a very large wholesale trade throughout the Northern and Western States.

Mr. W. T. Hood has had twenty seven years' experience in the nursery business, and his position at the head of this large enterprise has been attained by such close attention to its details as secures and holds the trade of thousands of planters.

The best implements and appliances only are in use at these nurseries, and nothing but skilled labor is employed. Packing sheds covering thousands of feet of ground make possible the packing of large quantities of stock rapidly and without exposure. A large warehouse, ceiled and arranged for "cool storage," is a necessity in every nursery, and this requisite these nurseries have. "Cool storage" is as essential, in fact, for properly handling trees as "cold storage" is for properly handling



one here, and is among the finest south of Washington, D. C. Mr. Hammond has been in this line here from his twelfth year. He began in it as a boy, with perhaps twelve square yards of glass, and sold his plants himself in the public market. His establishment, as it is to-day, has been developed entirely by his own perseverance and enterprise.

W. T. Hood & Co.'s Old Dominion Nurseries, the largest nurseries south of the Potomac, are situated on the Brook road, one and a half miles from the city. They embrace upwards of 200 acres of ground, devoted to nurseries and fruits.

Richmond has long been noted for its nurseries, and the enterprise of W. T. Hood & Co. has helped greatly to increase and extend the interest in fruit-growing in the South. They deal directly with their customers in the Southern States, employing for this purpose a small



WILLIAM A. HAMMOND'S NURSERIES, BROOK TURNPIKE.

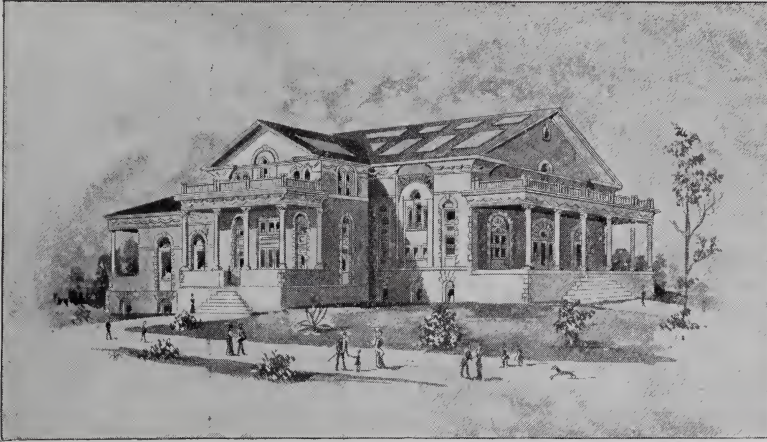
meat. It is indispensable where large quantities of trees are handled and must be ready for shipment at a certain time, regardless of the weather, whether the ground is frozen or not.

W. T. Hood & Co. were awarded the three first premiums for fruit and ornamental trees, etc., at the Richmond Exposition of 1892.

The SULPHUR MINES COMPANY, of Virginia, which has been operating mines in Louisa county, in this State, for the last ten years, has grown

in that time to be a very important enterprise. Formerly, to manufacture sulphuric acid for use in the arts, brimstone was necessary, but now pyrites takes its place. This company was a pioneer in the mining of pyrites ore in the United States. It now has 175 hands employed. It has a plant at its mines valued at \$200,000, and has four miles of railway connecting this plant with the Chesapeake and Ohio Railway tracks.

It is the owner of 1,500 acres of mineral land, and has six shafts, one or two to the depth of three hundred and seventy-five feet. It sold, in 1891, 50,000 tons as compared with 7,000 five years ago, and the growth of its business, in fact, has been so steady and rapid that it is now erecting a large additional plant which will increase its capacity to more than 100,000 tons per annum.



BATH-HOUSE, VIRGINIA HOT SPRINGS, BATH COUNTY, VA., C. & O. R. R.

This company has its headquarters and general office here in the Crenshaw Building. Captain WILLIAM G. CRENSHAW is its president, and S. D. CRENSHAW secretary and treasurer.

Other directors in this company are the following: Daniel Baily, of Cleveland, Ohio; S. G. Wallace, cashier of the Citizens Bank of this city; J. H. Montague, capitalist; W. H. Urquhart, of the Atlantic and Virginia Fertilizing Company; and W. G. Crenshaw, Jr., of New York.

The VIRGINIA HOT SPRINGS COMPANY, which has offices in the Pace Block, Richmond, is a corporation organized a short time ago by capitalists of New York, interested in railroads and other Virginia enterprises, to develop the prop-

erty known as the Hot, Warm and Healing Springs of Virginia, situated in the Hot Springs Valley, Bath county, Va. This property, embracing about 6,000 acres, has been acquired by it, and improvements have been made calculated to enhance greatly the utility of the springs and to make them easier of access.

These springs have been frequented for many generations, but owing to the fact that they were off the line of any railroad, they were, until lately, of restricted service as sanitariums and resorts. Now, however, connection has been made with them by rail from the Chesapeake and Ohio road, and already, this season, they have witnessed a large measure of returning popularity.

The improvements made, and to be made, are planned upon a scale of liberality. The company's capital, \$60,000, is significant of its resources for this work. The hotels, bath-houses, etc., at the three springs, owned by the company (which, by the way, are but a few miles apart), have all been renovated, and to an extent, rebuilt. The grounds have been improved and additional cottages are projected for those who prefer them.

The restorative virtues of these springs are so thoroughly authenticat-

ed, that it seems a work of supererogation to enlarge on that topic. They cure pretty much all the skin diseases, blood diseases and ailments of the digestive organs. They are in the Virginia mountains, the atmosphere of which, not to mention its spas, is health restoring of itself.

The officers of this company are: DECATUR AXTELL, who is second vice-president of the Chesapeake and Ohio Railway, president; C. E. WELFORD, who is secretary of the Chesapeake and Ohio Railway, secretary; ALFRED GARTHER, auditor and treasurer.

The directors are: Messrs. Axtell and Welford, M. E. Ingalls, president of the Chesapeake and Ohio Railway, several Cincinnati and Richmond capitalists and Manager Stinson of the Healing Springs.

THE CITY'S TRIBUTARIES.

DEFINED with as much brevity as possible, Richmond's commercial tributaries are the South Atlantic States, with their whole background additional of mountain country in West Virginia, Kentucky, Tennessee and North Alabama. Or, to be more specific, the city draws the major part of its trade from the two Virginias, the Carolinas and Georgia, with much besides from Kentucky and Tennessee, and some, also, from Maryland on the North, and Alabama on the Southwest.

Not that in these, however, are the metes and bounds of its enterprise and aspirations. Through its great tobacco factories and other large business concerns, it partakes in no small measure of the unstinted advantages the greater cities enjoy of unlimited field. But, approximately, this is the region in which it is most influential, and over which it holds, in fullest degree, commercial sway. For if any one city can truly claim to dominate, as commercial capital over this region, Richmond is that one.

Now it is obvious that to its present state its advancement has been, and for the time at least is still contingent upon, the development of these immediate tributaries. Fortunately, then, for its hope of ascendancy in the world there is, in the steady and continuous evolution of this district, every foretoking of its own further rise.

The ten great cities of the Union out of the question, to a certainty there is not, subject to any of the secondary centers like Richmond, a richer, more progressive or more prosperous province of trade than this of our City on the James. In this district first began that industrial Renaissance of the South, which has gone on apace for the last fifteen years, and seems likely to continue indefinitely. In this district were made first (and still proceed) those astonishing mineral developments along the great eastern continental divide of the Southern Appalachians in the Virginias, Kentucky, Tennessee and Alabama, which have raised, in a few short years, no less than three contestants with Pennsylvania for her iron scepter and crown of black diamonds. In this district lumbering has already swept the great maritime pineries of the South, in many parts, as with a besom of destruction. In this district cotton production has increased dangerously near to overproduction. In this district everywhere the

chords of rail communication are ever lengthening; and on almost every vantage-ground, in all this life and energy and hope engendered, sits some magic new-born city.

But all this, you will say, is beginning to be—nay, is already—a familiar story. The railroads have advertised it extensively and effectively, the press iterated and reiterated it, the promoters exploited it, and the experts authenticated it. All of which makes the fact of it pretty widely and generally and thoroughly appreciated. Yet it is doubtful if, in the harping upon these salient features of the marvellous transformation of the South, some other phases, minor ones, perhaps, taken singly, but in their aggregate bearing upon progress no less important, have not been slighted, and in some cases overlooked entire. We shall essay, therefore, to remark a few in Richmond's field—as many as may be compressed into the nutshell limitations of this, our closing word.

Well, to begin with, there has been, coincident with all this coal and iron production, a vast enlargement of the quarrying business, particularly in the Virginias, where there are endless ledges of granites, fine brownstones and roofing slates; and in Georgia and Tennessee, where there are marbles in such infinite variety and abundance that Knoxville, center of the trade, rejoices in the title of the "American Carrara," and its marble producers are organized in a trust. Then there is the phosphate production in South Carolina and parts further south, on a grand scale, accompanied for a time by such manifestations of excitement as prospecting, claim-staking, litigation and other characteristics of life in the extreme West. And then in the Old Dominion the mining for mica and pyrites and zinc and salt; and in North Carolina and South Carolina and Georgia for copper and lead, and even for gold—speaking of which last-named metal, while there is no hope of a new Potosi or El Dorado here, there are placers and quartz mines paying steadily right along, while camps in the Rockies and Sierras as steadily decay and decline.

And contemporaneous with all this extension of the cotton acreage and marvellous harvesting of the staple throughout the Cotton Belt there has been as wonderful a demonstration of the fecundity of Dixie in the production of other farm and plantation crops: In corn and hay

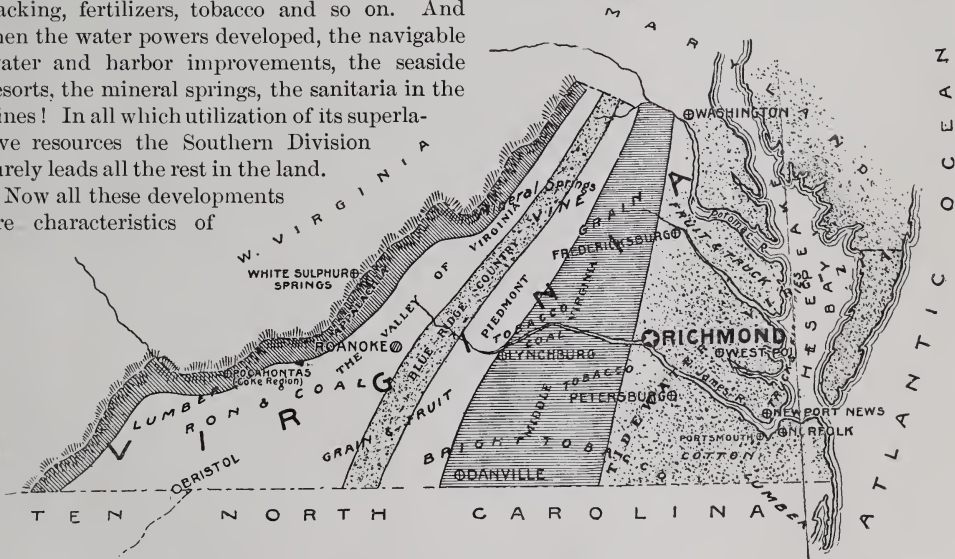
and the temperate fruits and tobacco everywhere; in tropical products, like cane and rice and the orange, from the latitude of Charleston south, and in rice particularly, in the uplands as well as lowlands of the Carolinas and Louisiana; in the vine in Virginia and North Carolina, with wineries on a pretty fair scale established already; in sheep husbandry, peanuts, and all that; and, most striking of all this amazing development, of trucking (or market gardening, as some call it), the early vegetable production, which has fairly taken possession of all the lowlands of the Southern coast, from the Eastern Shore of Maryland clear round the Atlantic and Gulf littoral almost to Corpus Christi Bay.

And then, concurrent with the railroad building, the growth of the ports, and with the lumbering, the fisheries; and, above all, the miscellaneous manufacturing development in iron products, in wood-working, cotton goods, paper-making, flour-milling, fruit and oyster-packing, fertilizers, tobacco and so on. And then the water powers developed, the navigable water and harbor improvements, the seaside resorts, the mineral springs, the sanitarium in the pines! In all which utilization of its superlative resources the Southern Division surely leads all the rest in the land.

Now all these developments are characteristics of

the Richmond field. While it is not, strictly speaking, in the iron country, it is trade center for it; while it is outside the Cotton Belt, it supplies it, and the staple is to some extent basis of its trade. It is not particularly a trucker's or a rice or a peanut market, but it is better than that—it is the gateway, the portal, to the seats of each and all.

So we can see now how, to Richmond, budding slowly after the blight of war, branching out feebly at first, then blossoming gradually, blooming and ripening finally, and fruiting at length, this progress and prosperity of its tributaries has been like sunshine and rain. How and from what copious sources it now draws its commercial nourishment. How its population is augmenting, its manufactures extending, its commerce generally expanding, its property enhancing, its wealth and prestige magnifying. How and by what influences, in short, it flourishes, and under what benign circumstances should continue to thrive.



THE "OLD DOMINION."

Area land surface	40,125 square miles.
" waters of the State	2,325 "
Tidal shore	1,500 miles.
Seaports	6
Latitude	36.30 to 39.30 N.
Same as Southern Europe, California and Japan.	
Greatest altitude, Mt. Rogers, Grayson Co.	5,719 feet.
Mean temperature (Richmond central station)	57°
" annual rainfall, inches	38
Population, 1890 (40 to square mile)	1,655,547
White	1,014,680
Colored	640,867
Foreign	14,696
Assessed valuations	\$362,500,000
Annual State revenue	\$2,900,000

Annual expenditure schools	\$1,600,000
Tax rate, per \$100	40 cents.
State debt	\$20,000,000
Acreage cultivated	20,000,000
Value farm product	\$45,750,000
Value truck product	\$7,000,000
Value tobacco product	\$13,000,000
Value wine product	\$600,000
Value cotton product (20,000 bales)	\$800,000
Value of live stock	\$22,400,000
Coal production, tons	1,000,000
Oyster and fish product	\$4,000,000
Iron furnaces in State	31
Iron product yearly	803,000 tons.
Value of all manufactures yearly	\$119,257,703
Railroad mileage	3,660

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